The American Artisan
And Hardware Record

Vol. 51. No. 5. CHICAGO, FEBRUARY 3, 1906. $2.00 Per Year.

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COLUMBUS BOLT WORKS,
COLUMBUS, OHIO.
Bolts, Rivets, Nuts, Washers, Carriage Forgings, Etc.
CATALOG AND PRICES ON APPLICATION.

Always On Top

Any weak spot in your roofs should be attended to now. A leaky roof can cause an immense loss on short notice. **American Seal Elastic Oil Cement** is sure cure. If your roof is old and cannot be soldered this is the one thing to use. American Seal Roof Paints, Metallic and Graphite, preserve and protect. None better, none just as good. Prices are right even if the quality is the very best.

Agencies:
THE PERKINS ROOFING & SUPPLY CO.
235 Lake St., CHICAGO, ILL.
STOCKHOFF SUPPLY CO., 107 N. Main St., ST. LOUIS, MO.

TRYING to do business without advertising is like winking at a girl in the dark: you know what you are doing but nobody else does.

THE WIZARD
ADJUSTIBLE FLEXIBLE HANGER

NO Special Track Required.

Lateral or Vertical Adjustment

Swing Out and Stay On Features

and door may be placed as close to building as desired.

Each pair packed in individual box, complete with bolts and nuts.

See your jobber or write us.
SAFETY DOOR HANGER CO.,
Ashland, Ohio Hamilton, Ont.

GARLAND NUT & RIVET Co. PITTSBURGH

SMALL RIVETS
FOR ALL PURPOSES

SELECTED MATERIAL
UNIFORMITY
GOOD APPEARANCE
SQUARE CUT-OFF
QUICK SHIPMENTS

SMALL BOLTS
AND
PUMP CHAIN

GARLAND NUT & RIVET CO.
PITTSBURGH, PA.

BLACK DIAMOND FILES and RASPS

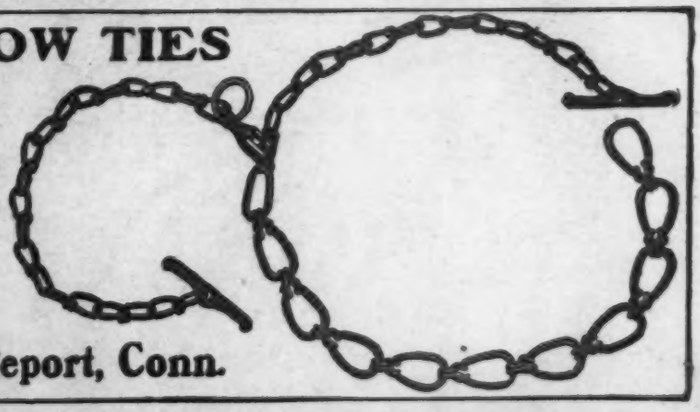
TRADE MARK
PERFECT—ALWAYS

Twelve Medals Awarded at International Expositions
Copy of Catalogue will be sent free to any interested file user upon application.

G. & H. BARNETT COMPANY
Black Diamond File Works PHILADELPHIA

BROWN WELDLESS COW TIES
Twice as strong as welded chain.

A sample (full length) delivered for **one cent.**
Any Retail Dealer sending postal card request with name of Jobber secures sample prepaid.



Sole Manufacturers
The Bridgeport Chain Co., Bridgeport, Conn.

How Much Money Do You Make

on the Stoves You Sell for Cash?

This is a good Time to Buy Base Burners Furnaces and all Fall Goods from us.

Steel Ranges at Low Prices

Our Dealers Make

33⅓% to 50% Profit

We make complete lines of Coal Ranges as follows:
Plain Cast Iron with Swinging Doors.
Plain Cast Iron with Balanced Doors.
Ornamental Cast Iron with Balanced Doors.
Plain Cast Iron with Swinging Doors.

Gas Ranges

Low or Elevated Ovens.
Low and Elevated Ovens.
Steel or Cast Iron—Plain or Ornamental.

DO YOU WANT OUR SALESMAN TO CALL UPON YOU?

Pittsburgh Stove & Range Co.
PITTSBURGH, PA.

Foster's Peerless

A NEW COOK FOR THE SEASON.

Combines the best features of all its predecessors and incorporates new characteristics entirely its own. Every part made of the highest grade of material and calculated to meet the demands of the day.

STUDY IT UP IN OUR CATALOG.

THE FOSTER STOVE CO. IRONTON, OHIO.

Will be in great demand this fall. **Brings in good profits.**

SCREEN DOORS WINDOW SCREENS

To the Retail Trade:

The Continental Company has established 602 Carload Distribution Points in the United States. Many Jobbers also have their private Distribution Points for cars including only their own customers' orders.

Jobbers forward their customers' specifications to the factories, where all the orders for localities are assembled and shipped in Distribution Cars.

These Distribution Cars save an immense amount of money to the trade, as Jobbers deliver the goods to the distribution points.

All orders for Distribution Cars should now be in, to enable factories to get out the necessary assortments and ship their cars in time for the spring trade.

Have you sent in your order to your jobber? You will save money and time by doing so at once.

The following brands of goods may be had in these Distribution Cars:

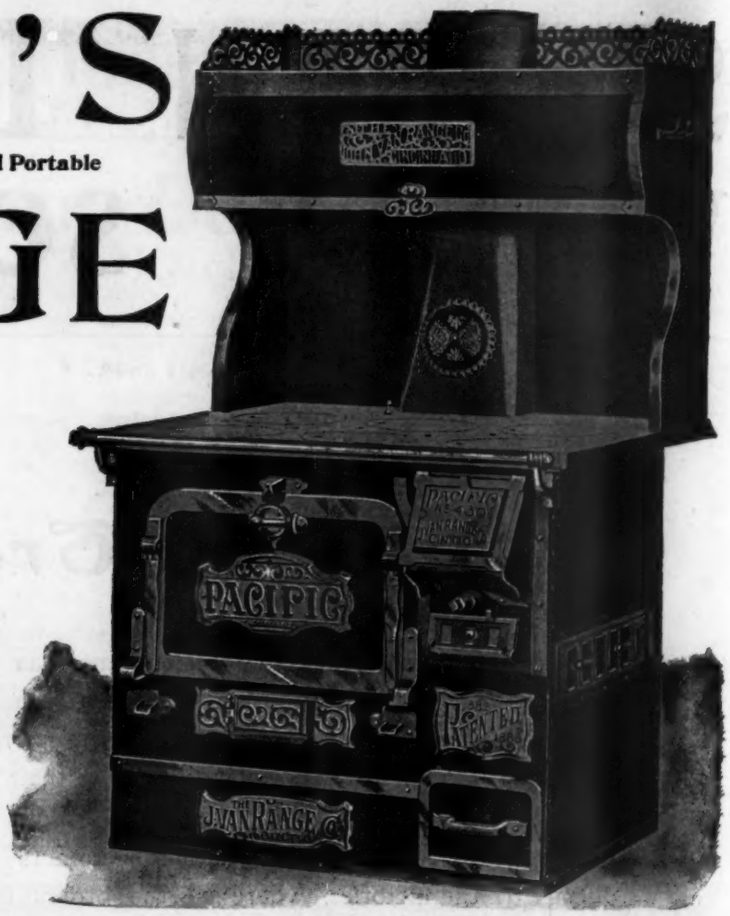
Porter Screen Manufacturing Co.
The Queen Anne Screen Co.
Philadelphia Screen Manufacturing Co.
The Owosso Manufacturing Co.
The Wabash Screen Door Co.
The A. J. Phillips Co.

The CONTINENTAL CO.

1120 Penobscot Building Detroit, Mich.

VAN'S RANGE

Patent Improved Wrought Steel Portable



For Hotels, Restaurants. Public Institutions, Boarding Houses, and Private Families. All kinds of Hotel Implements for culinary purposes. Manufactured and for sale by

The John Van Range Company

Southwest Corner
5th and Broadway

CINCINNATI, - - - - - OHIO

Here's a Snap for Wide-Awake Range Dealers

I am going to sell 1,000 400 lb. six hole steel ranges finished in Japan for

$15.00 Each

just to keep my boys busy and foundry running full blast. I'll sell the ranges too, so you'd better get in line and ORDER NOW.

These ranges formerly retailed at $60 each. Send me a carload order and get my best cash discount or I'll give dating to firms with satisfactory credit. What better proposition can you ask for, if you have a little capital, are sufficiently enterprising, and want to make money?

DO YOU KNOW there is a big demand for the "Willard" Steel Ranges because they give perfect satisfaction, and don't cost too much? Then why don't you supply them? I would much rather sell to a good hustling dealer than direct to the consumer.

WILLARD STEEL RANGES

are advertised in many leading publications, and the people know them and want them. Get my prices—it means profits—DOLLARS—to you. Every sale leads to another. I can sell you a better range than you can buy ANYWHERE for the money, one that cooks well and bakes evenly and perfectly, and will last a lifetime, with proper care. Tell me how many ranges you can sell annually and I will make you a very interesting proposition.

AGENTS WANTED.

WM. G. WILLARD, Room No. 28 Willard Bldg., 316 CHESTNUT STREET, **ST. LOUIS, MO.**

Acme Ovens, Hot Plates

Cookers and Ranges

FOR ABL GASES

CATALOGUE No. 43 JUST OUT **YOURS FOR THE ASKING**

H. ADLER CO., Makers

Carnegie, Pa.

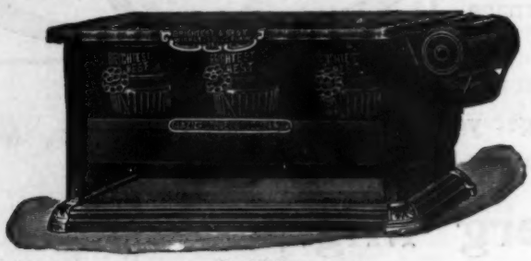
WESTERN OFFICE AND WAREHOUSE:
1210 W. 10th St., KANSAS CITY, MO.

B. & B. TESTING OF OIL COOKS.

Nothing gives greater satisfaction in purchasing a new article than confidence that it is what it pretends to be—that the hidden parts, which you can't conveniently get at, are sound and dependable. With OIL STOVES you must base this confidence on the test which has been given at the factory, and there are as many different ways of testing as there are factories engaged in manufacturing. You want to know the how of the testing, then, to feel absolutely secure.

THREE DISTINCT TESTS.

We aren't satisfied with one test, for different materials require different methods of handling. There may, first of all, be flaws in the small brass parts which carry the oil to the burner cups. These we locate unfailingly with heavy gas pressure under water. Second, the brazing may be deficient. This we test with oil, which eats the borax from the surface and finds its way through the smallest pin hole. Last of all, each burner is lighted and burned for some time under exactly the same conditions which it will have to meet in the kitchen. Can you doubt the result? It amounts to an absolute insurance of B. & B. quality.



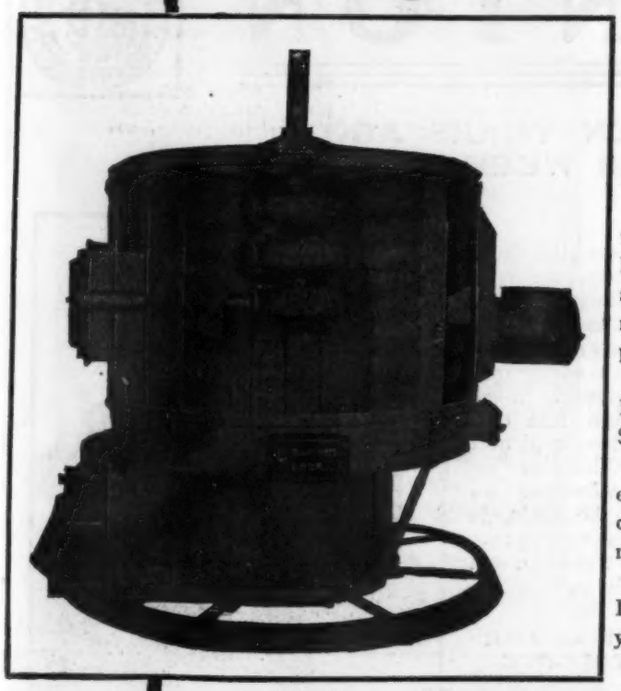
No. 353.

Our price schedule cann ot fail to prove of value to you, even though you buy another line. Ours are the prices others are having to meet. We will gladly mail them for the asking and with them we will send complete descriptive matter.

GLAZIER STOVE CO.
Chelsea, Michigan.

Chicago Agency With
W. D. SAGER
38 Michigan St.

Theory--and Actual Results



Manufacturers of hot air furnaces usually explain their own line as being the best.

They look at the theoretical end.

It's different with the KELSEY Generator.

While the theory of the KELSEY is perfect, we make no claims based on theory.

Instead, ask any KELSEY user what he thinks of his KELSEY—and he will tell you his home is uniformly heated throughout, that the air is always healthful, and that he seems to get more heat for the same quantity of coal compared with his neighbors.

Upon the actual experiences of the 28,000 Kelsey users, we base our claims for KELSEY Superiority—not on theoretical advantages.

You'll find it easy to sell KELSEY Generators in your locality for one satisfied purchaser is certain to tell intending buyers. The news is sure to spread.

Shall we send you our Exclusive Agency Proposition, and outline what help we will give you in making sales this season ?

"There is only ONE Warm Air Generator!"

Kelsey Heating Co., Syracuse, N. Y.

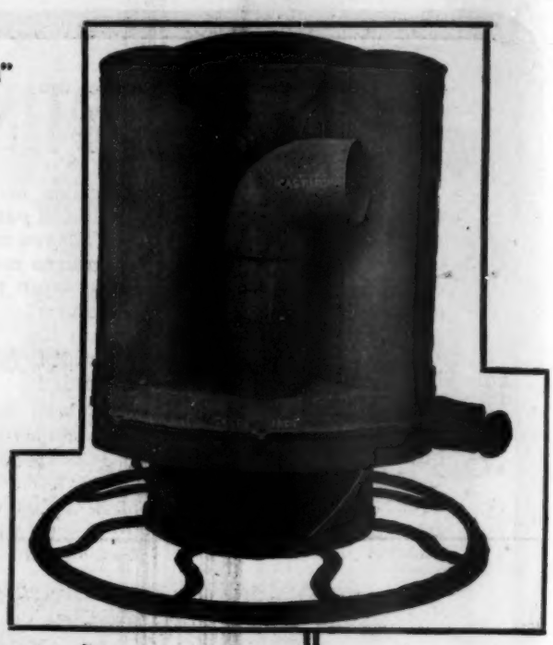
New York
156 FIFTH AVENUE

Philadelphia:
Builders' Exchange, 24 S. 7th St.

JAMES SMART MFG. CO., Brockville, Ont.
Sole Makers for Canada.

Western Sales Agents:
COOK & VAN EVERA COMPANY
38 East Lake Street, CHICAGO

FRONT RANK "In Quality" "In Reputation" YOUR FURNACE LINE IN 1906 ???



MR. DEALER, you can't afford to sell any but the best furnaces obtainable—your reputation is staked on every installation. You are blamed for the success or failures of every job. Why not get a furnace that you can guarantee? A furnace that will bring you the bulk of the business in your territory.

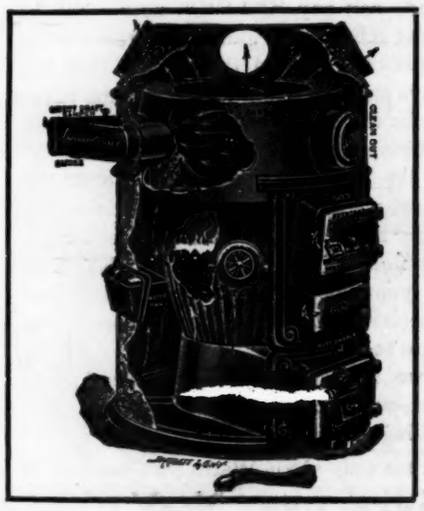
Get our agency *now*. You can't get your orders in too soon as we are already working night and day.

Haynes-Langenberg Mfg. Co.

ST. LOUIS, MO.

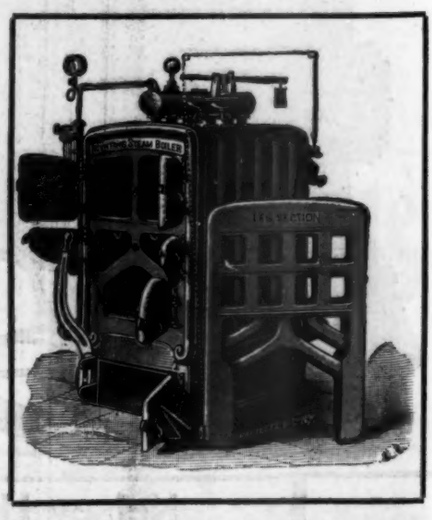
BOYNTON

FIFTY-SEVEN YEARS AGO BOYNTON HEATERS WERE INTRODUCED



They were the best then, they are best now. They stand for honesty and reliability. They are always first with every real improvement. What we design and discard, others copy and sell. Whatever we make, whatever we offer to the trade, is good, is very good, and the trade can and does rely on it.

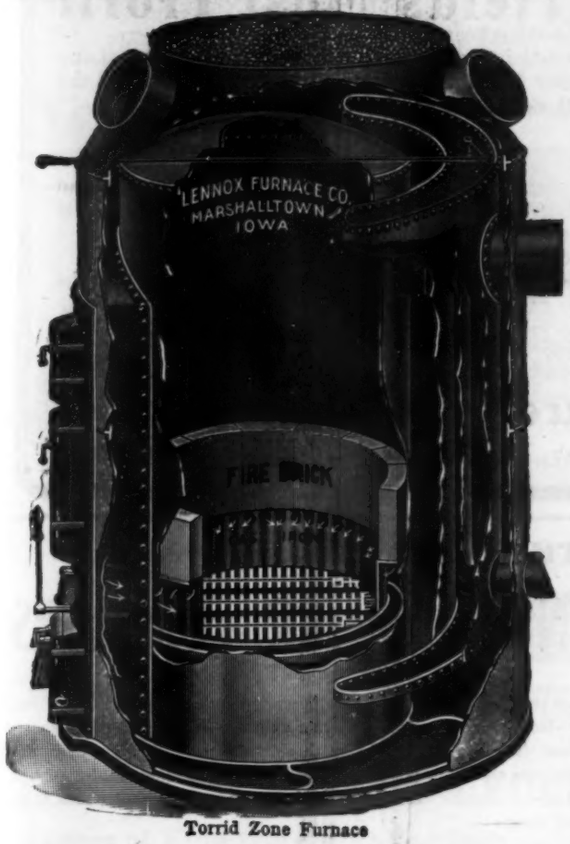
WRITE US FOR CATALOGUE



THE BOYNTON FURNACE COMPANY

147-149 Lake St., CHICAGO **207-209 Water St., NEW YORK**

A Steel Furnace is the Coming Furnace



Torrid Zone Furnace

It is the only absolutely gas-tight furnace that can be made, as has been demonstrated by the Torrid Zone made by the Lennox Furnace Co. Which company now has the largest factory in the world for making steel furnaces.

The Lennox Company is the pioneer steel furnace company. It has created the demand with the Torrid Zone for steel furnaces now felt by so many manufacturers of cast furnaces that all sorts of makeshifts are attempted to satisfy it. Steel furnaces in fifteen sizes are the only furnaces the Lennox company ever makes and they are made of such heavy steel, on such scientific principles, so simple to manage and easy to set that the growth of their sales has been something marvelous.

The Torrid Zone has many special, individual features which make it an easy furnace to sell at a fair price over all competition, because it is entirely different from and much better than other furnaces. The company assists its dealer with many helpful aids in selling. Its old dealers will always gladly testify as to their success with Lennox Torrid Zone furnaces.

Write for 40-page Catalog

The Lennox Furnace Co.

Marshalltown, Iowa.

Monarch Air Blast

All the advantages of our famous MONARCH plus the air blast. This is a sectional upper fire pot constructed so that oxygen is fed into and above the fuel burning the gases, assuring economy, cleanliness. It is the most practical soft coal furnace offered the trade.

Forest City Foundry & Mfg. Co.

CLEVELAND, OHIO

Mfrs. The Imperial, Niagara and Combination Furnaces, Registers, Mail Boxes, Hitching and Sash Weights, Etc. Write for our new Catalog.

Which Yields Most Profit

the cheaply constructed furnace, which can be bought at almost any price, but which, after installation, is a source of annoyance to the house owner as well as the dealer, due to its incapacity,

OR

a furnace that is constructed on scientific principles, possesses an abundance of heating surface, and which, in every respect, fulfills the claims made for it?

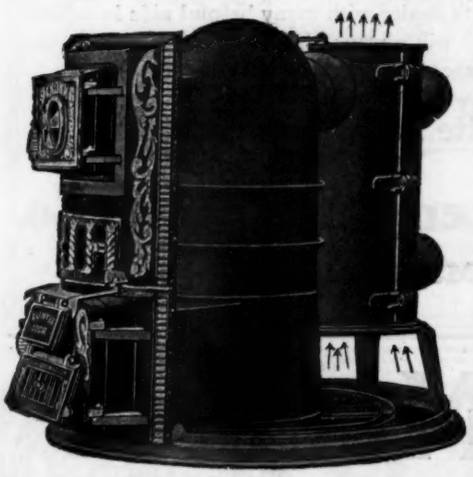
It's up to the dealer to answer this question.

The MUELLER all cast, double radiator furnace is not the cheapest, but in the end it is less expensive than any other.

Do you wish to sell the MUELLER? If so, write to-day for catalogue and prices.

L. J. Mueller Furnace Co.

ESTABLISHED 1857 191 Reed St., Milwaukee, Wis.



THE NEW "LOW DOWN"

CROWN WARM AIR FURNACES

(Patented)

are getting more popular than ever—getting popular with the women as well as with the men. Both these classes of nature's children like comfort, you know; and that's what they are getting from these furnaces. Though they are powerful heaters, the air that reaches the rooms is not overheated, because it is warmed in large volumes. A room heated by one of these furnaces is as comfortable and fresh

AS A GARDEN IN MAY

They sell like hot cakes—

Write for Catalogue

The MARCH BROWNBACK STOVE CO.

POTTSTOWN, PA.

The air entering at the front in

THE GILT EDGE RADIUM

Is controlled so as to give greatest

Uniformity of Heat in the Fire Pot

The currents enter under the fire pot, mostly frontwards. But the draft, due to the exit opening at the rear and near the top of the dome, causes them to circulate through the entire fire pot which results in a vivid glow of the fuel, through combustion, and heat radiation even in the fire pot. What would be dead matter in other furnaces is here made to yield energy.

Greater Efficiency Cannot Be Found

in any other "Horse Shoe" furnace.

See our Catalogue

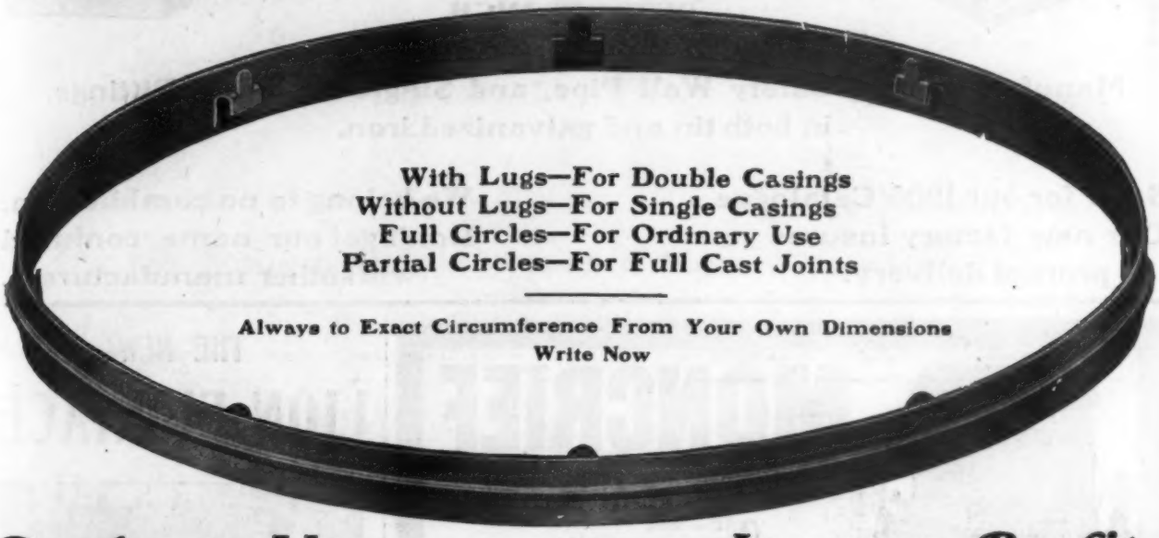
THE FURNACE MEN

R. J. Schwab & Sons Co., MILWAUKEE, WISCONSIN

STEEL CASING RINGS

Are Made to Conform to Individual Requirements in Every Respect

Never Break——————Circles Perfect



Ready to Use——————Increase Profits

THE WALWORTH RUN FOUNDRY CO., 27th St., S. W., Cleveland, O.

Makers of Fine Grey Iron Castings **Mfrs. of Semi-Steel Registers**

TRIUMPH

HOT AIR FURNACES

Are Made in

MANY STYLES

and in

MANY SIZES

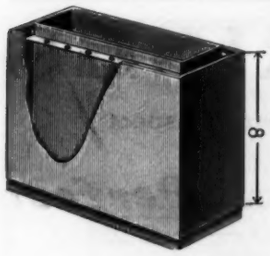
JOHN KONTNY, Western Agent

65-67 N. Desplaines St., CHICAGO

THE CRAIG-REYNOLDS FDY. CO.

DAYTON, OHIO

Mfrs. Triumph Furnaces, Triumph Hot Water and Triumph Steam Heaters



The Michigan Safety Furnace Pipe Company

Corner Brooklyn and Abbott Streets
DETROIT, MICH.

Manufacturers of Safety Wall Pipe, and Single Pipe and Fittings, in both tin and galvanized iron.

Send for our 1906 Catalogue. Our new factory insures you prompt delivery.

We belong to no combination. Don't get our name confused with other manufacturers.

MONCRIEF

WARM AIR FURNACE.

Specialties:
- All Cast Iron.
- Moncrief Duplex Grate.
- Large Radiating Surface.
- Double Fire Pot.
- Large Grate Surface.
- Top Return Flue.
- Simplicity, Durability, Economy.
- Cleanliness in Use.

HENRY & SCHEIBLE CO.

6-8-10 Long St., Cleveland, O.

Sales Agent—J. C. KIMMEL, 2214 East 15th St., Kansas City, Mo.

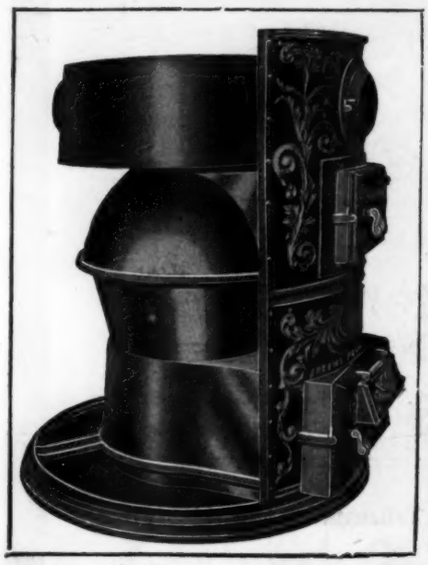
THERMOSTATS

SPRAGUE DAMPER & VALVE REGULATORS Non-Electric.

10 years in use. Thousands giving satisfaction; they are guaranteed; also Sprague Electrics, and automatic checks for Steam, Hot Water and Hot Air Heaters of all kinds.

HOWARD THERMO. CO., - West, Oswego, N. Y.

GREEN'S LOW DOWN



All Cast Furnace has continued to grow in popularity for ten years. It has proven to be more popular this year than ever before. Now just stop and think about that a moment. There must be some reason for it because so many other furnaces have had a very different experience. Besides the Low Down we make five other styles, so you are pretty certain to find what you want. Our prices are very reasonable, and think of the time and freight we can save you. We shall be glad to receive your request for our catalogue and prices.

Green Foundry and Furnace Works

Des Moines, Iowa

THE NEW

LION FURNACE

HAS REACHED THE TRADE.

Since its advent upon the market Jan. 1st, 1906, it has stood out as prominently as another "Regulus" in a constellation of furnace stars. Its good points are not hidden and as a hard or soft coal heater it is giving immense satisfaction.

OUR OAK STOVES, "DOWN DRAFT," also are ready to send out to the trade in Ohio and Western Pennsylvania, where they will be in great demand when it is learned that they will burn either soft coal, hard coal or crude oil. We also manufacture a stove which will burn soft coal and gas. Write for further information.

Address all western inquiries to our Western Distributors, COOK & VAN EVERA, 38-40 Lake St., Chicago.

YOUNGSTOWN FURNACE & SUPPLY COMPANY

YOUNGSTOWN, OHIO

LEON GSCHWIND, PRES. L. H. YOUNG, V. PRES. MYRON A. WICK, SEC'Y & TREAS

THE YOUNGSTOWN FURNACE & SUPPLY COMPANY
MANUFACTURERS OF
THE LION COMBINATION FURNACE

OFFICE AND SALES ROOM
17 WICK AVENUE
BOTH PHONES

WORKS
POLAND AVENUE
NEW PHONE 1450

YOUNGSTOWN, OHIO Jan. 17, '06.

American Artisan & Hdw. Record,
Chicago, Ill.

Gentlemen:-

Enclosed you will find advertising contract signed for the coming year, and think it an opportune time to thank you for the advertising done in the past year.

We have not only received numerous inquiries from this Country, a number of which have proven very satisfactory, but also from Canada and even one from Brussels, Belgium, showing the scope which your paper offers.

Let us thank you again for the kind treatment which we have received and trust that we may continue to have the same friendly relations.

Very truly yours,

The Yo. Furnace & Supply Co.

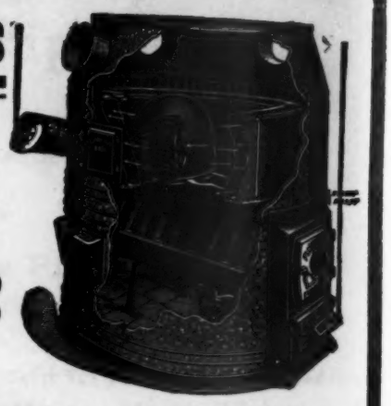
Per M. A. Wick Sec'y.

Floral City Furnaces

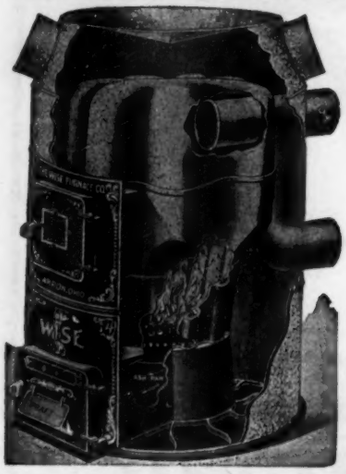
Are strictly up-to-date, old patterns have been relegated to the scrap heap, old methods discarded, but they are in no sense experiments.

EVERY FURNACE IS TIME TRIED AND HAS BEEN THOROUGHLY TESTED

in a climate where the temperature often falls to 40° and 50° below zero. Write for catalogue.



Monroe Foundry & Furnace Co., Monroe, Mich.



Fools

Pay dearly for their experience. They spend their time, money and energy going at things blindly. Before buying furnaces, the experienced read the catalog of

The Wise Furnaces

and find out what constitutes a good heating system. There are several unique features in those

Manufactured by

The Wise Furnace Co.

Good Sellers **Akron, Ohio** **See their catalog**

Height over all, 63 inches.

The Stanton

Seamless Warm Air Furnace

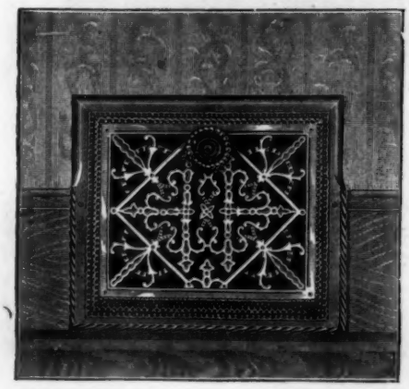
Why sell a cheap and inferior line of Furnaces, simply because your competitor does.

There is no money in handling cheap Furnaces. They are sold on price alone, and not on merit. The STANTON SEAMLESS STEEL FURNACE has been on the market for ten years, and many of them in use for that length of time without repairs, and still good.

Write for our catalogues which give full description.

The Stanton Heater Co.

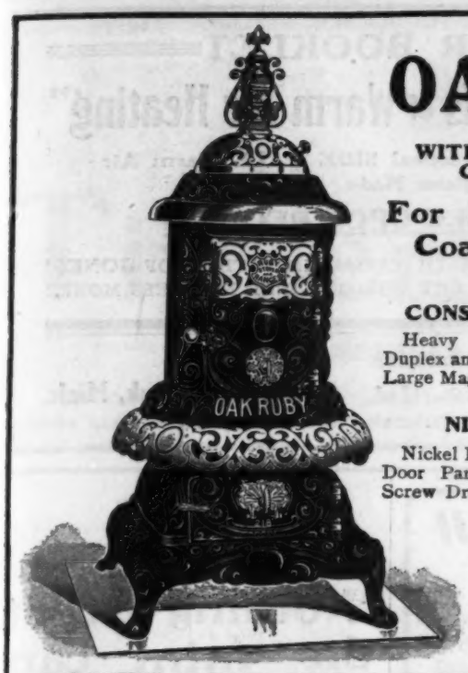
Martins Ferry, Ohio



THE SCHWAB SIDE WALL REGISTER

THE SCHWAB SIDE WALL REGISTER AND REGISTER BOX, NEATEST IN DESIGN, NOISELESS IN OPERATION, SUBSTANTIAL IN CONSTRUCTION, A FACTOR IN MODERN METHODS OF HEATING RESIDENCES FULLY ILLUSTRATED IN OUR REGISTER CATALOGUE. SENT FREE ON APPLICATION.

R. J. SCHWAB & SONS CO., The Furnace Men **Milwaukee, Wis.**



OAK RUBY

WITH SHEET STEEL OR CAST IRON BODY

For Hard Coal, Soft Coal, Coke or Wood

CONSTITUENT FEATURES

Heavy Inside Fire Pot, Combination Duplex and Shaking Grate, Hot Blast Ring, Large Magazine, Large Bailed Ash Pan.

NICKEL TRIMMINGS

Nickel Ring, Nickel Swing Top, Nickel Door Panel, Nickel Foot Rail, Nickel Screw Drafts, Nickel Hinge Pins.

MADE IN THREE SIZES

No. 2-18, 2-16 and 2-14. With or without Inside Fire Pot or Magazine

Prices Quoted Upon Application

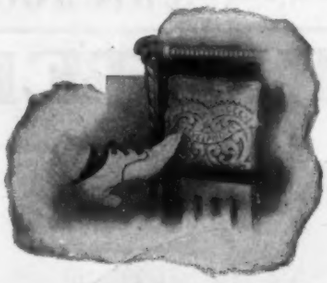
Manufactured by

SOUTH ERIE IRON WORKS, Erie, Pa.

Strong Points of Born Steel Ranges

(8) KICKER FEED DOOR

This is a large drop door at the end of the fire box so adjusted that a slight pressure near the bottom with the foot or a stick of wood will throw it open. It then rests in a horizontal position so that fuel, especially wood, can be very conveniently put in and no coals or ashes can roll out onto the floor. Few other doors are large enough or drop low enough.



Then, when it comes to a pouch feed for coal, we have that too. All in the catalogue.

THE BORN STEEL RANGE CO.

CLEVELAND :: OHIO

If You Want Practical Up-to-Date Ideas

about steam heating, furnace heating and hot water heating, you should get the . . . . . .

IF You want the practical experience of many experts rather than the heating theories of one man, you should get the . . . . . .

IF You desire estimates and plans of heating work that will save you many dollars in your work, you should get the . . . . . .

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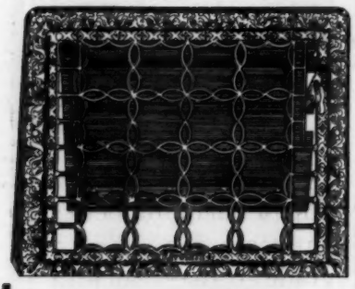

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Does not obstruct the fire.

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Comprise patterns for a full line of tinware, in numerous sizes, square and round elbows, cut-offs, etc. These full-size patterns, numbering upward 100, are printed on manilla paper, from which they are readily transferred to heavy sheets and cut out ready for use. The list contains the following patterns:

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No. 2 Coffee Boiler
No. 3 Coffee Boiler
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One-pint Dipper
One-quart Dipper
Two-quart Dipper
Four-quart Flaring Pail
Six-quart Flaring Pail
Eight-quart Flaring Pail
Ten-quart Flaring Pail
Twelve-quart Flaring Pail
Fourteen-quart Flaring Pail
Ten-quart Dish Pan
Twelve-quart Dish Pan
Fourteen-quart Dish Pan
Sixteen-quart Dish Pan
Dinner Bucket
Five-inch T-Joint
Six-inch T-Joint
Eave Trough Mitre Joint
"Snap" 2-inch Conductor Elbow
Cullender
Two-inch Square Elbow
Two-and-a-half-inch Square Elbow
Three-and-a-half-inch Square Elbow
Four-and-a-half-inch Square Elbow
Five-and-a-half-inch Square Elbow
Six-and-a-half-inch Square Elbow
Seven-and-a-half-inch Square Elbow
One-pint Funnel
Two-pint Funnel
Three-pint Funnel
Four-pint Funnel
Small Milk Strainer
Large Milk Strainer
Ten-quart Milk Pail Breast
Fourteen-quart Milk Pail Breast
Two-inch Four-piece Round Elbow
Three-inch Four-Piece Round Elbow
Four-inch Four-Piece Round Elbow
Five-inch Four-Piece Round Elbow
Five-and-a-half-inch Round Elbow
Six-and-a-half-inch Round Elbow
Seven-and-a-half-inch Round Elbow
Small Grocers' Scoop
Medium Grocers' Scoop
Large Grocers' Scoop
Apple Corer
Oval Foot Bath
Oval Pudding Pan
Half-gallon Can Breast
One-gallon Can Breast
Two-gallon Can Breast
Three-gallon Can Breast
Half-pint Measure
One-pint Measure
One-quart Measure
Half-gallon Measure
One-pint Basin
Two-pint Basin
Three-pint Basin
Four-pint Pan
Six-quart Pan
Ten-quart Pan
Small Cake Pan
Medium Cake Pan
Large Cake Pan
Small Wash Basin
Large Wash Basin
Sprinkler Breast
Four-gallon Churn
Five-gallon Churn
Small Dust Pan
Large Dust Pan
Five Sizes Funnel Patterns
Oval Dinner Bucket
Rain Water Cut-off
No. 7 Boiler Cover
No. 8 Boiler Cover
No. 9 Boiler Cover
No. 7 Boiler Bottoms
No. 8 Boiler Bottoms
No. 9 Boiler Bottoms

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ESTABLISHED 1880.

THE AMERICAN ARTISAN & HARDWARE RECORD

Representative of the Stove, Tin, Hardware, Heating and Ventilating Interests.

PUBLISHED EVERY SATURDAY.

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DANIEL STERN, PUBLISHER AND PROPRIETOR,

69 DEARBORN STREET, CHICAGO, ILL.

Entered at the Chicago Post Office as Second Class Matter.

THIS PAPER IS A MEMBER OF THE CHICAGO TRADE PRESS ASSOCIATION.

CHICAGO, FEBRUARY 3, 1906.

TICKETS for the annual meeting and exhibition of the Illinois Retail Hardware Association to be held at the First Regiment Armory, Sixteenth Street and Michigan Avenue, Chicago, February 20, 21 and 22, may be had on application at THE AMERICAN ARTISAN offices. Members are cordially invited to call and are promised the heartiest hospitality.

The Predominant Trait.

EMERSON was anything but a typical American. Endowed with Southern German idealism and a love of nature that characterizes the English race, he was the direct antithesis of Benjamin Franklin, the ideal American. Emerson understood the American character, however, and when he said, "Hitch your wagon to a star," he sounded the keynote for American commercial success.

The United States is rich beyond realization with commercial and industrial advantages. Her natural resources exceed those of any other section of the globe. Eventually, she would have been industrially supreme, whatever the character of her inhabitants. Her *rapid* growth was made possible by the high ideals, the remarkable energy, and the divine discontent of her people.

Success that would have satiated the ordinary Teuton, Italian or Frank is regarded by Americans as merely a stepping stone—an incentive for greater effort. With the attainment of one ambition, energy is not relaxed, but the goal pushed onward. Love of commercial warfare, love of exhausting, never-ending work and the feeling that nothing is too good or even good enough are familiar traits of the American industrial character.

It will suffice to point out merely one instance of the divine discontent that has aided so wonderfully in the upbuilding of this country. Not more than five years ago, the Shapleigh Hardware Company was a successful, progressive, honest and popular jobbing house. "Dick" Shapleigh was well known and was liked wherever he was known. There were few men more esteemed or beloved in hardware circles. He was the honored president of the National Hardware Association—one of the best loved leaders of this famous organization. At this time S. R. Norvell, formerly connected with another hardware company of the same city, stepped in and the firm name was changed to the Norvell-Shapleigh Hardware Company. At the request of Mr. Norvell, Mr. Shapleigh resigned the association presidency. In the business there was manifested the spirit of discontent for which Americans are famous. The old concern had been prosperous. Mr. Norvell had greater ambitions. The new concern would be more prosperous. Its name would be a by-word in every farm house. The whole world should know of its existence, its success, its tremendous business. Old methods were altered, new ideas invited; the traveling force increased; the goods pushed with the utmost vigor.

Naturally the firm grew. From a comparatively small establishment with honest but limited business relations, it became one of the largest jobbing houses in the country.

But even this wonderful success was not sufficient for the aggressive Mr. Norvell. Realizing that the field was pretty well covered, that he had secured almost all the trade obtainable from competitors and that little more could be expected from strictly hardware sources, Mr. Norvell determined to conquer in other and original fields.

Heretofore, most hardware jobbers have been content to confine their sales to what are commonly known as hardware dealers. This field has been importuned exhaustively; no stone has been left unturned. It had never been realized that a hardware jobber could profitably sell to more than one class of distributers.

But Mr. Norvell alive to the possibilities of expansion, firmly imbued with commercial unrest, ambitious to succeed in more than an average way, determined to enlarge his market by the addition of grocery, racket, furniture stores and consumers. This matter is taken up on page twenty-five of this issue.

The idea is novel. Its success is problematical. Judging from report, however, it would seem that Mr. Norvell has succeeded in adding many of these establishments to his books. Final judgment of its wisdom must be deferred until time, the solver of all riddles, will have rendered a verdict.

Whether or not Mr. Norvell's scheme will prove successful, it undeniably illustrates the predominant trait in the American character which Mr. Emerson appreciated when he said, "Hitch your wagon to a star. Shoot at the sun; there is less liability of your hitting the earth." This is the everlasting and insatiable craving for power, venture and wealth. It is not to be decried, but worshipped. It has built this country; it has given every country whatever of good that country has produced. The spirit of divine discontent is most noticeable in America, and America is consequently the most progressive nation of to-day. It was equally predominant in England a century ago; in northern Italy at the time of Dante and Angelo;

and in the ancient Greece of Plato, Phidias, Sophocles and Pericles. Its growth is now apparent in Germany. The phrase, *Deutschland über Alles,* signifies the presence of the sentiment. It also signifies that Germany is a worthy rival.

Quality Versus Price.

A PROMINENT stove manufacturer announces his intention of continuing the policy of "good goods only." Reasons are assigned in the following words: "The people are finding out that 'sheet iron boxes,' mail order house stoves and ranges and cheap goods of kindred character are comparatively worthless; they could not be anything else, cheapened as they are to the limit—and that the great claims and guarantees so loudly offered are also worthless and never borne out by the goods. It looks to us as if the mail order houses, in their desperate struggle to attract trade by low prices, had gone too far in cheapening their stoves and ranges and that the goods they send out are a positive reflection upon the integrity of the people who recommend them. All this can only result in a growing demand for stoves and ranges with a good character, and if the expressions on the subject received from representative customers is any criterion the change from price only to high quality at a right price will be a welcome weapon to the majority of merchants in the fight for their rightful share of the business in their territory."

Great results are accomplished only by mighty forces hammering away through time. The amount of inertia in a large body of people is remarkable to one advocating or believing in a change of sentiment. "If even a fig," says Epictetus, "is not created all at once, but exacts time for its maturing, how much more should time be requisite for the growth of an idea?"

Low price would naturally appeal to human nature. Nevertheless the cry was sounded for a score of years before any great impression was made on the buying public. It is only within recent years that houses selling comparatively cheap goods have found an extensive market. Consumers, forty years ago, wanted high grade quality. They realized that price was determined by quality. They were unwilling to sacrifice quality for price. It was long before they were brought to believe that high quality and low price could be combined.

When the retail mail order houses had succeeded in persuading consumers that this combination was possible, there was a gradual but determined move toward these establishments for retail supplies. There will be a gradual but determined retreat when the combination is found impossible.

There are evidences that the beginning of this reactionary movement has begun. Despite the fact that the mail order business is increasing and probably will increase for some years to come, owing to the force of the impetus, consumers are gradually being educated in the matter of quality versus price. We have learned from different sections of the country, in a manner that would indicate unanimity of opinion, that consumers who responded to mail order allurements when these were first offered, are now returning to the regular distributors of supplies.

Reports such as these, combined with announcements as the one quoted and the constantly confirmed policy of other manufacturers to continue making only the best grades, seem to imply that the desired trend of sentiment had arrived. It will probably prove interesting for dealers to take note of the progress of this feeling in their community and watch its development or retrogression in accordance with an increase or decrease in their own efforts at disillusionizing the public.

RANDOM SKETCHES.

BY SIDNEY ARNOLD.

My peerless pile of priceless poetry has been augmented by the arrival of a new gem, more than startling in brilliancy. Comparing it with past masterpieces, I should say it will yield gracefully to none. The metrical scheme, rhyme and alliteration are all superbly fraught with both meaning and euphony.

I regret my promise never, never, never to reveal the author's name. But he does haunt a certain Podunk Junction in eastern Massachusetts, getting sallower and more spectacled each day. You will find him blushing, fidgeting, stammering. He does admire the child of his fancy, but he wants your approbation, dear reader. Hearken to the divine rhapsody. Yield fame to his name, praise to his work, glory to his life. Ope thy lips and sing, Oh balmy bard of Boston's baked beans:

IN MEMORIAM.

Farewell old barber's pole, farewell
  Your useful days are done;
No more your stripes of gory red
  Will beckon me to come.

No more they'll lure me to the chair
  Where stands the barber grim
With glistening steel within his paw
  Prepared to soak it in.

My tender neck no more will lie
  Upon the velvet block;
What time my feet are pointing to
  The hands upon the clock.

No more a cold and clammy hand
  Across my face will crawl
And clean itself within the soap
  That slowly covers all.

I'll lie no more within that chair,
  No more that blade will glide
And mar my noble countenance
  With scratches deep and wide.

Those days are gone, O glory be,
  New methods I employ;
The safe Gillette I now indulge
  And scrape my chin with joy.

No longer has my wife to say
  In tones both stern and grave
O, children, hush, be still as death,
  Your papa wants to shave

No more of that—the children now
  Can play and dance the while,
Aye, even tho' they climb my legs
  I still can shave and smile.

I fear no cuts—I use no care;
  And as for Time—well now
If I have lots of leisure—why,
  Three minutes I allow.

In other days I used to take
  Five times as long, and more
And in the rush, baptized myself
  With drops of precious gore.

And many a time I've had to quit,
Ah, reader, do not laugh,
And to the barber take my face
To scrape the other half.

For often in those dreaded days
The razor's edge would go
And every time it met my beard
Cuss words were sure to flow.

But now my razor's always keen
I never need to strop
And stir the edge to do its work
By whanging on the strop.

I've found a better, wiser way
I've ceased to be a fool.
I use a new one every time
My beard begins to pull.

The price is such it doesn't count
So trivial is the sum
Four hundred shaves—a hundred cents
Four shaves you get for one.

So good-bye hone and good-bye strop
You've parted from my life,
Your work is now to sharpen up
A hatchet or a knife.

No longer when I cross the grain
Shall I have need to frown,
My keen Gillette can glide the cheek,
Criss-cross or up and down.

Oh! rich and poor will welcome you,
Past sorrows they'll forget
The moment that they touch a cheek
To you, O King Gillette.

For you, Gillette, are safe and keen,
You glide the softest skin,
Yet cut away the hardest beard
That ever graced a chin.

So good-bye pole—old chair farewell,
Old razor, too—good-bye;
I hold no grudge against you,
But—I'm glad to see you die.

* * *

One cannot study animals in even a cursory way without noting the herding instinct. Dogs, buffalo, deer, even rabbits and other animals of the lower strata flock together, never existing in an isolated state. The ancient savages exhibited the communistic instinct except in the very earliest times, when common centers of population were impossible because of the scarcity of food supplies.

There was a revulsion of sentiment shortly after the beginning of the Christian era when religious mandates were misinterpreted and monasticism gained control of the popular fancy. It should be noted, however, that the monastic feeling was entirely out of sympathy with natural preference and that hermits secluded themselves in isolated barren caverns in order to test powers of self-abnegation.

The instinct of man and every natural man's true desire are to get together in clubs, cities, to make friends and to promote good feeling. There is a sense of mutual protection in friendship that gives courage, strength and happiness. It has never been doubted that for wholly impractical reasons friendships are necessary and desirable.

I wish to point out, however, that happiness resulting from the feeling of mutual protection and from clubs and similar organizations is just as necessary in business. This is a point which to my knowledge has never been brought up previously. I desire to demonstrate that happiness, optimism and the resultant courage are absolutely essential to business success. To my knowledge no friendless man has ever succeeded in a business way.

A man without friends, without strong support in home circles, with the feeling that his competitors are bitter enemies, who regards every face on the street with suspicion is without push, without stamina. The friendless man is bound to be a pessimist. Optimism destroys hope and without hope there is no ambition. Without ambition there is no progress.

I do not advocate a man's giving up time, fortune and energy to his friends. A line should be drawn in this matter as in everything else. The principle of the golden mean should be followed.

I do maintain, however, that club life is a good thing. I believe that trade organization is still better. Trade organizations give a feeling of security which even family life cannot produce. Trade organization is slightly different. In both the family and the trade association the feeling of courage, mutual security, is enhanced but in one, this feeling extends more to the social and in the other more to the business realms.

The wondrous strides made by retail hardware dealers, in a business way, since the organization of the state associations, are a good case in point.

The matter was brought to my attention by an article in a magazine called The Booster, entitled "The Boost Club of New York." A casual visit to the meetings of this club would indicate to the superficial observer that fun and license hold undisputed sway, but there is method in the madness. The Boost Club has its missions to fulfill. No dry doctrines are preached to the business man. An attempt is made to appeal to his heart and sense of humanity. It has fanned to a warm flame the spark of brotherhood that lies smoldering in all men. It leaves a member in a frame of mind amenable to the doctrine of trade association with a better feeling toward his competitor. An appreciation of the joy resulting from victory is produced. The member goes from the meeting with new strength, new purpose in life and increased optimism.

While the Boost Club is not actually different from a thousand other clubs in the country, it has succeeded peculiarly well in its purpose. Its success is found to a great extent in the hard work and single mindedness of its arch booster, A. P. Jackson, of the Hawkes-Jackson Company, manufacturers of thumb tacks, New York City. Mr. Jackson himself is possessed in a high degree of the optimism that goes to make men successful in business. He recognizes, unconsciously perhaps, the value of optimism and is inculcating the principle in his associates. Courage, life and enthusiasm are the characteristics Mr. Jackson is striving to instill. He is wielding a mighty lance in behalf of trade association and its resultant salutary effect upon the business life of the trade represented.

The Booster Club motto is commendable. It is as follows:

"We shall pass through this world but once; if, therefore, there be any kindness we can show or any good thing we can do to our fellow being, let us do it now; let us not defer nor neglect it, for we shall not pass this way again."

News Siftings

MEETINGS.

Pennsylvania Retail Hardware Dealers' Association—Williamsburg, February 6, 7, 8. Headquarters, Park Hotel.

Colorado Retail Dealers' Association—Denver, February 7, 8. Headquarters, Adams Hotel.

Wisconsin Retail Hardware Association — Milwaukee, February 7, 8. Headquarters, West Side Turn Hall.

Nebraska Retail Hardware Dealers' Association—Lincoln, February 13, 14, 15.

Indiana Retail Hardware Association—Indianapolis, February 13, 14, 15. Headquarters, Tomlinson Hall.

Iowa Retail Hardware Dealers' Association—Des Moines, February 14, 15, 16. Headquarters, Bush Block, 812 Walnut street.

Kentucky Retail Hardware and Stone Dealers' Association—Louisville, February 14, 15, 16. Headquarters, Galt House.

Missouri Retail Hardware Association—Kansas City, February 20, 21. Coats House.

Illinois Retail Hardware Association—Chicago, February 20, 21, 22. Headquarters, First Regiment Armory.

Connecticut Hardware Association—New Haven, February 27, 28.

Ohio Hardware Association—Canton, February 27, 28, March 1. Headquarters, Great Auditorium.

Minnesota Retail Hardware Association—Minneapolis, February 28, March 1, 2. Headquarters, Hotel Nicollet.

California State Retail Hardware Association—San Francisco, March 6, 7, 8.

Southern Hardware Jobbers' Association—Hot Springs, Va., June 12, 13, 14, 15. Headquarters, the New Homestead.

American Hardware Manufacturers' Association — Hot Springs, Va., June 12, 13, 14, 15. Headquarters, The New Homestead.

Retail Hardware, Implement & Vehicle Dealers' Association of Indian Territory—Oklahoma City, Oklahoma, July 10.

Michigan Retail Hardware Association—Detroit, August 8, 9.

J. W. Hall, who has been prominent in the Wisconsin stove trade for many years, paid a recent visit to Buffalo, in the interest of the stove business. Mr. Hall is well satisfied with the prospects in the Western sections of the country and announces that the stove trade for the year 1906 will probably be fully up to the average.

The Belleville Pump & Skein Works of Belleville, Illinois, proprietors of the Belleville Stove Works, have changed their title to the Belleville Stove & Range Company. The capital stock has been increased from $75,000 to $200,000. There is no change in the management but the following officers have been elected: President, Fred Sattler; vice-president and treasurer, G. A. Becker; secretary, F. W. Harwig.

F. & L. Kahn & Brothers, Hamilton, Ohio, are sending a notice to their trade friends announcing that the Estate Stove Company has purchased its business. The change is only one of form, made desirable by the encroachments of time and the ascendancy of modern and more practical business conditions. The company announces that the year just closed excelled that of any of the sixty-one years of the company's existence in volume and value of sales.

The Novelty Fortune Club, composed of the salesmen and officials of the Abraham Cox Stove Company, held their annual meeting at Philadelphia, on January 20th. The menu card is singularly attractive. On a background of white, the cover page shows in colors the interior of a colonial mansion with convivial guests seated around a table groaning with the goods of life. Each of the guests is smoking a long clay Virginia pipe. *Co-operation* is the motto of the club.

Horace E. Campbell of the Grander Stove Company, Royersford, Pennsylvania, was a recent visitor at THE AMERICAN ARTISAN office. Mr. Campbell announces that new patterns for the Grander line of stoves, ranges and furnaces, have recently been completed and that the company is better prepared than ever before to meet the requirements of the trade. Mr. Campbell is a congenial gentleman, popular with the stove fraternity and respected for his business ability.

NEW CATALOGUES.

The Kramer Brothers Foundry Company of Dayton, Ohio, announce that on March 1st their new vase catalogue will be issued from the press. This will contain about eighty pages showing a complete line of lawn vases, chairs and settees. The company is well known as a manufacturer of these articles. The publishers will be pleased to send one of these catalogues to dealers sending application to the company.

The same firm also announces that within a very short time they will receive from the press, a catalogue of their complete line of cement tools. As this catalogue will be quite valuable and expensive, they are anxious to confine its output to dealers who are actually interested in cement tools. They will accordingly be pleased to receive applications from dealers who would care to receive a copy of the catalogue and who will mention THE AMERICAN ARTISAN.

The company manufactures a line of furnaces, cannon stoves, stove carriers and castings, stove repairs and accessories, pipe thimbles, chimney tops, sash weights and architectural iron work. They are jobbers of stove polish and stove trimmings, flue tops, furnace cement, gasolene furnaces, etc.

A NIFTY DEVICE.

Competition between souvenir bestowers has become so keen that in order to make a real hit, the advertiser has not only to open his coffers quite freely but is obliged to use his brain in devising an attractive device that will hit the popular fancy.

One of the most attractive and useful of the souvenirs that have come to our attention at this souvenir giving period is a pocketbook comprising a note book that may be removed if desirable; a receptacle for thirty or forty $20 bills, an incision for stamps and two slips for cards and other business memoranda. All of this can be folded into a small article not too large for a vest pocket. It is gotten out in Morocco, well stitched, attractive in appearance and most desirable in every way.

These pocketbooks are being distributed by the Born Steel Range Company of Cleveland, Ohio. The company has a reputation for doing things up brown when they do them at all, and dealers rest assured that nothing emanating from this source is of a cheap variety. We understand that the firm is distributing these

pocketbooks to their friends in the trade. A request, coupled with the announcement: "Saw it in THE AMERICAN ARTISAN," will entice one of these souvenirs.

MILLER CATALOGUE.

A remarkable attractive catalogue has recently been published by the William Miller Range & Furnace Company, Cincinnati. This concern was established in 1857 and incorporated in 1885. At the present time their plant is one of the largest in the middle West and their line one of the most extensive offered to dealers in wrought steel ranges.

The catalogue is enclosed in a handsome cover printed in colors and showing the well-known "Miller Cook." This favorite of epicureans is reproduced on a page, eleven by fourteen inches in dimensions.

Since issuing their last catalogue the company has added several new and valuable improvements to the line of Miller ranges. An endeavor has been made to enhance the beauty and add to the economy, durability and ease of operation of the line. The fact that these ranges have been adopted by the United States government as a standard army range was clearly an evidence of their practicability. A spirit of divine discontent came into being, however, and an effort was made to improve a line that was apparently greatly superior to many others.

The famous trade-marks of the company include the Miller Gem, a medium-priced range, the Miller Puritan, a low-priced range, and the famous Miller range proper made in all varieties and size for any kind of fuel. The company manufactures a large line of hotel ranges in every variety and for every purpose. They make different kinds of steam tables, carving and serving tables, plate warmers, waffle stoves, roll warmers, sand ovens, steam jacket kettles, fume hoods or canopies to be placed over cooking stoves, coffee urns, tank heaters, clothes dryers, tailors' stoves, etc., etc.

H. E. Heister is president and treasurer, E. R. C. Witte is vice-president, Charles F. Brokate is superintendent. The company will be pleased to send one of the catalogues to dealers mentioning THE AMERICAN ARTISAN.

THOSE COMPLAINTS.

A large stove manufacturing concern recently received the following letter from one of its traveling salesman. It will probably prove of interest.

"I came across a new case of ignorance at Morley today. At supper last night they served biscuits nicely browned on top and well made, but doughy on the underside, so I told the landlady she had better let me sell her a range guaranteed to bake top and bottom. I was told the range she had was a well-known brand and only had it about three years and it was no good. I told her the fault was not in the range, and I would convince her of that before leaving Morley, which I succeeded in doing.

"I found the range to be a wood range with reservoir and high shelf. I found it smoked whenever heat was turned under the oven, and when I went to clean it out at the bottom she said that was not necessary, as she had cleaned it only the other day, and that it made no difference. I went at it all the same, and while she had cleaned it through the opening under the oven door, she did not know there was a flue door in the ash box; and when I opened this I found it packed almost solid with ashes, never having been cleaned since the range was bought, over three years ago. After it was cleaned it worked to a charm; in fact, too much so, as she burnt her first pan of corn bread on the bottom so badly she could not use it for dinner.

"This is a case in which she declared draft was perfect and that she kept the flues perfectly clean. Stove did well at first, but was worn out, she supposed, and should not have done so in a little over three years.

"I have gotten now so that I do not believe anything users say about their stoves. I shall bring this case up at the dealers' meeting, and try and impress upon them the importance of seeing for themselves when a complaint is made, and not write any hearsay business; and I almost believe we would be justified in writing when a complaint is made as follows:

"'Is your complaint based on your knowledge gained by personal investigation or some one in your employ who is competent, or only on the statement of the user?'"

ASSOCIATION PROGRAM ADVERTISING.

To THE AMERICAN ARTISAN:

Some time since THE AMERICAN ARTISAN, in an editorial, criticised the retail associations for soliciting advertising from manufacturers.

When the associations were in their infancy and struggling for an existence, many of the jobbers and manufacturers, who were in sympathy with the cause, were willing to give them financial aid, realizing the advertising was not a profitable investment, others bought the space fearing a refusal would be construed by the retailers as an indication that they were antagonistic. Conditions have now changed, the retailers now know the attitude of every jobber and manufacturer, whether he buys program advertising space or not; furthermore, there are now twenty-four associations, and new ones springing up every day, and the value—no, not value, but price per page—for program advertising averages $25.00, and if a manufacturer of a line of hardware or hardware specialties favors one association he should favor all, which means $600.00, and the end is not in sight.

Again the associations are no longer infants, but need the moral support more than the financial aid. Some have styled this class of advertising "graft."

It certainly is not dignified for an association of five hundred or more members, as well-to-do as are the hardware men, to solicit tithes or contributions from their friends when they do not give value in return. It hurts legitimate advertising. A new advertiser tries program advertising without results, is skeptical of other mediums that have merit, and others would use up a greater portion of their appropriation and be dissatisfied with results. In years gone by jobbers "persuaded" the manufacturers to contribute toward their catalogue issues, and in some instances the catalogues the jobbers issued "at a great expense" did not cost them a single penny. It was such a good thing that all jobbers concluded the manufacturers were "easy marks," and by so many at last making, not requests, but demands, they killed the goose that laid the golden egg, and justly applicable in this instance, for any manufacturer is certainly a goose, who at this late day allows a jobber to hold him up for catalogue contributions, or the hardware associations for program advertising.

The recent convention of the heavy hardware jobbers, when they decided to bleed the manufacturers to the tune of $500.00 per page for a catalogue, evidently "reckoned without their host." Their proposition is so unreasonable that no one takes it seriously.

We are passing through an advertising age, and the advertising manager must weigh the propositions presented most carefully else he will waste the money entrusted to his care.

Program advertising, catalogue contributions and the like must be classed with charity donations, and not charged up to the advertising department.

J. S. A.

The Hardware Record.

American Hardware Manufacturers' Association.
Pres., F. S. Kretsinger, Cleveland.
Vice-Pres., C. W. Asbury, Philadelphia; George W. Corbin, New Britain; William M. Pratt, Greenfield, Mass.
Sec.-Treas., F. D. Mitchell, 309 Broadway, New York City.
Advisory Board, Julius C. Birge, St. Louis.
Ex. Com., Robt. Garland, chairman, Pittsburgh; Samuel Disston, Philadelphia; John E. Harbster, Reading; William H Hays, Pittsburgh; W. M. Taussig, New York City; C. F. Carrier, Elmira, N. Y.; Edward Ingalls, Newark; Edward M. Kemp, Chicago.

Arkansas Retail Hdw. Dealers' Assn
Pres., T. B. Stewart, Newport.
1st V.-P., R. P. Allen, Van Buren.
2d V.-P., W. E. Dean, Portland.
Sec.-Treas., C. E. Taylor, Little Rock.
Ex. Com. (till June, 1907), Hamp Williams, Hot Springs; R. F. Rays, Russelleville; J. P. Simpson, Malvern; J. R. Mott, Helena; (till June, 1906), Frank B. Gregg Little Rock; C. T. Rosenthal, Batesville; J. M. Pittman, Prescott.

Chicago Retail Hdw. Dealers' Assn.
Pres., G. R. Lott.
V.-P., T. E. Connor.
Sec., H. C. Peppier.
Collector, John Hora.
Treas. J. L. Smith.

Illinois Retail Hdw. Dealers' Assn.
Pres., Frank B. McKenney, Rockford.
V.-P., F. Giessing, E. St. Louis.
Sec., L. Nish, Elgin.
Treas., Geo. A. Englehardt, Chicago.
Ex. Com., Frank B. McKenney, Rockford. L. Nish, Elgin; Geo. A. Engelhardt, Chicago; Chas. Johnson, Peoria; F. F. Porter, Chicago; Wm. Bittel, Peoria; H. G. Cormick, Centralia; L. D. Ray, Belvidere; W. T. Gormley, Chicago.

Indian Territory Retail Hdw. Assn.
Pres., A. L. Severance, Durant.
1st V.-P., Geo. W. Mowbray, Tulsa
2nd V.-P., W. J. Pettee, Oklahoma City.
Secy., W. G. Johnston, Oklahoma City.

Indiana Retail Hdw. Dealers' Assn.
Pres., A. N. Shidler, South Bend.
1st V.-P., Chas. Frame, North Manchester.
2nd V.-P., Walter B. Creed, New Albany.
Sec.-Treas. M. L. Corey, Argos.
Ex. Com., W. P. Lewis, New Albany; Chas. E. Hall, Indianapolis; J. L. Fulton, Portland

The Inland Empire Implement and Hardware Dealers' Association.
Pres., C. L. Butterfield, Moscow, Idaho.
1st V.-P., E. E. Lucas, Davenport, Wash.
2d V.-P., Dana Child, Spokane, Wash.
Sec., E. W. Evenson, Spokane, Wash.
Treas., J. A. Fridaker, Spokane, Wash.

Iowa Retail Hdw. Dealers' Assn.
Pres., H. S. Vincent, Ft. Dodge.
V.-P., C. E. Haas, LeMars.
Sec.-Treas., A. R. Sale, Mason City.
Directors, T. A. Nichols, Burlington; D. S. Stouffer, Iowa City; E. C. Moore, Waverly; S. R. Mills, Mason City; U. S. Johnston, Tama; R. J. Breckenridge; Brooklyn; L. C. Clifford, Des Moines; F. P. Bollinger, Alton; W. J. Langfitt, Harlan.

Kentucky Retail Hardware and Stove Dealers' Association.
Pres., J. C. Frederick, Owensboro.
1st V.-P., U. S. Shacklett, Fulton.
2nd V.-P., George W. Buck, Louisville.
Treas., J. Steitler, Owensboro.
Sec., John R. Sower, Frankfort.

Michigan Hardware Association.
Pres., J. H. Whitney, Merrill.
V.-P., E. B. Standart, Holland.
Treas., Henry C. Weber, Detroit.
Sec., Austin J. Scott, Marine City.
Ex-Com., S. Winchester, Jackson; J. G. Patterson, Detroit; E B. Standart, Holland; E. S. Roe, Buchanan; John Popp, Saginaw; J. B. Sperry, Port Huron; C. E. Alden, Grand Rapids; J. H. Murray, Cadillac; George P. Griffin, Albion; T. Frank Ireland, Belding.

Minnesota Retail Hardware Assn.
Pres., A. T. Stebbins, Rochester.
V.-P., H. R. Schroeder, St. Paul.
Sec., M. S. Matthews, Minneapolis.
Treas., G. F. Duerre, Plain View.
Ex-Com., W. H. Tomlinson, Le Sueur; J. H. Smith, Minneapolis; H. R. Schroeder, St. Paul; F. W. Lucas, Litchfield; W. T. Cowing, Alexandria; C. H. Casey, Jordan; Louis Gewalt, Breckenridge; Chas. F. Ladner, St. Cloud; J. F. McGuire, St. Paul; A. T. Stebbins, Rochester; Geo. M. Evenson, St Peter.

Missouri Retail Hardware Dealers' Association.
Pres., Tayler Frier, Louisiana.
V.-P., Wm. H. Hahn, St. Louis.
Sec.-Treas., Frederick Neudorff, St. Joseph.
Ex. Com., F. A. Kannsteiner, St. Louis; W. C. Shoop, Richmond; O. W. Johnston, Marshall.

National Hardware Association.
Pres., W. S. Wright, Omaha.
Vice-Pres., John C. Koch, Milwaukee.
2nd Vice-Pres., Brace Hayden, San Francisco.
Sec.-Treas., T. James Fernley, Philadelphia.
Ex. Com., R. M. Dudley, Nashville; W. D. Taylor, Cleveland; F. Barker, Elmira, N. Y; J. D. Moore, Birmingham, Ala; A. J. Bihler, Pittsburgh; P. E. Strauss, Boston.

National Retail Hdw. Association.
Pres., W. P. Bogardus, Mt. Vernon, Ohio.
1st V.-P., E. M. Bush, Evansville, Ind.
2d V.-P., H. F. Emery, Fargo, N.D
Sec., M. L. Corey, Argos, Ind.
Treas., A. T. Stebbins, Rochester, Minn.
Ex. Com., T. Frank Ireland, Belding, Mich.; S. R. Miles, Mason City, Ia.; A. H. Abbe, New Britain, Conn.; Frank A. Bare, Mansfield, O; C. H. Williams, Streator, Ill.

Nebraska Retail Hdw. Dealers' Asn.
Pres., Max Uhlig, Holdrege.
1st V.-P., Albert Degner, Norfolk
2d V.-P., Frank Haecker, Friend.
3d V.-P., M. A. Hargleroad, Holstein.
Sec., J. Frank Barr, Lincoln.
Treas., H. J. Hall, Lincoln.

N. Dakota Retail Hdw. Dealers' Asn.
Pres., H. F. Emery, Fargo.
1st V. P., Martin Jacobson, Minot.
2d V.-P., H. H. Walters, Casselton.
3rd V.-P., O. I. Butler.
Sec., C. N. Barnes, Grand Forks.
Treas., H. T. Helgesen Milton.
Members Ex. Com., W. R. McIntosh, Bottineau; E. E. Elliott, Sanborn; W. H Pinkerton, Lakota.

Ohio Hardware Association.
Pres., John F. Baker, Dayton.
V.-P., C. S. Johnson, Barberton.
Cor. Sec., Frank A. Bare, Mansfield.
Fin. Sec., A. L. Shearer, Dayton.
Treas., L. F. Stahler, Waverly.
Ex. Com., John Kramer, Dayton; C. W. Jewell, Utica; W. S Perry, Zanesville; Frank W. Ingalls, Byran Will M. Crumrine, Salem; A. Boebinger, Cincinnati; John Spoerl, Hamilton; W. F. Jacobs, Youngstown.

Pennsylvania Retail Hdw. Assn.
Pres., Geo. V. Thompson Mt. Jewett.
V.-P., J. H. Bowers, Charleroi.
Sec.-Treas., J. E. Digby, McKees Rocks.
Ex. Com., Joseph M. Selheimer, Lewistown; J. E. Digby, Mckees Rocks; Geo. V. Thompson, Mt. Jewett; Pa.; Geo. L. Moore, Brownsville.

St. Louis Stove Dealers' Assn.
Pres., R. H. Myers.
1st V.-P., E. L. Wachter.
2d V.-P., G. M. Rinie.
Sec., Louis Boehl.
Treas., F. A. Kannsteiner.

Southern Hardware Jobbers' Assn.
Pres., F. B. Dunlap, Ft. Smith, Ark.
1st V.-P., J. S. Warren Memphis, Tenn.
2d V.-P., Frank S. Gray, Jacksonville, Fla.
Sec.-Treas., C. B. Carter, Knoxville, Tenn.
Ex. Com., Bruce Keener, Knoxville, Tenn.; Chas. Ireland, Greensboro, N. C.; O. B. Barker, Lynchburg, Va.

Texas Retail Hdw. and Imp. Assn.
Pres., S. L. Erwin, Honey Grove.
Secy. & Treas., J. W. McManus. Waxahachie.
1st V.-P., R. L. Penick, Stamford.
Dir.: T. T. Clark, Ennis: H. S. Allen, Calvert; W. A. Spangler, Bonham; D. B. McCall, Waxahachie; W. M. Gunnel, Charles Hutchins, Sam Marcos.

Wisconsin Hdw. Dealers' Assn.
Pres., Ralph Burtis, Oshkosh.
V.-P., E. Tietgen, Manitowoc.
Sec.-Treas., C. A., Peck, Berlin.
Ex. Com., W. H. Busse, Milwaukee; E. R. Ramm, New London; Jas. Murphy, Racine: H. J. Kreuger, Neenah.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly. You will find these on pages 38 to 43 inclusive.

The National Retail Hardware Association will hold its next annual meeting in Chicago on March 20, 21 and 22. During the last year two thousand five hundred members were added to the lists.

It is announced officially that the state of Indiana has begun the manufacture of bindery twine at the state prison in Michigan City. The preliminary cost of the plant and material is $25.000. Fourteen thousand dollars has been appropriated for sisal.

The Berger Manufacturing Company of Canton, Ohio, recently made a shipment of galvanized steel, Spanish tile, roofing and trimmings for a residence now in process of erection under the supervision of W. S. Bell & Company, Albany, Georgia.

The Martin Shear & Klipper Company of Brainerd, Minnesota, has been re-organized and will soon move to Minneapolis. The company was formed several years ago to manufacture a clipping machine. Albert Dollenmeyer is the president of the concern.

J. Halsey Doty, Harry M. Colburn and Frederick W. Jobelman are the incorporators of the Madison Hardware Company, Main Street, Madison, New Jersey, incorporated with a capital stock of $5,000 to deal in paints, oils, tools, trade and farm implements, hardware etc.

The Nox-Em-All Company and the Novelty Tool Company at Syracuse, New York, have been incorporated as the Empire Specialty Tool Company, with factories in that city. The new company will pay particular attention to a patented grass and sheep shears. The offices of the Empire Specialty Tool Company are at 299 Broadway, New York City.

George W. Brayton, an old time resident of Chicago, died recently at his home in Mississippi. He came to Chicago in 1866 and engaged in the manufacture of agricultural implements. The great fire of 1871 destroyed his factory and he then entered the employ of the Fairbanks Scale Company, with which concern he had been connected up to the time of his death.

R. S. Hickey was welcomed most cordially upon the occasion of a recent visit to THE AMERICAN ARTISAN office. Mr. Hickey represents the Columbian Hardware Company of Cleveland, Ohio, in Michigan, Indiana, and Kentucky. He appeared quite optimistic and generally at peace with the world. In his opinion builders' hardware, vise, anvils and steel registers find a ready market when the right products are offered.

In the opinion of Iwan Brothers, Streator, Illinois, the year 1906 will break all previous records in demand for agricultural tools. A stranger visiting the plant and noting the tremendous efforts at turning out and shipping sufficient Iwan post hole augers would imagine there was no room on the market for other brands. This is particularly remarkable at the beginning of the year inasmuch as the season has only begun. The company reaches more than five million farmers by advertising in various agricultural journals. They find that this advertising pays most remarkably

for it not only enables them to fill the regular demand for augers but is also creating a demand for augers of a high class.

The February issue of Graphite published in the interest of Dixon's graphite productions, calls attention to the peculiar fact that none of the methods of sustenance that nature offers are blue in color. We eat things that are green, red, yellow and violet. In fact things that exhibit all the colors of the spectrul except blue. Many deadly poisons are blue in color and in the popular dialect of the day, blue stands for anything depressing. The Graphite is published by the Joseph Dixon Crucible Company, Jersey City, New Jersey.

At a recent meeting of the stockholders of the J. M. Mast Manufacturing Company, Lititz, Pennsylvania, a new board of directors was elected. It was decided to change the name of the company to the Animal Trap Company. A larger and better plant was purchased and machinery will be removed from Abingdon when the new factory buildings are completed at Lititz. J. M. Mast is president, N. B. Leaman is vice-president, J. C. Brubaker is secretary, N. K. Brubaker treasurer, and W. F. Shultz is business manager. The company is capitalized at $150,000.

William W. Supplee of the Supplee Hardware Company, Philadelphia, has been quite seriously ill with La Grippe. In accordance with the strict orders of his physician, he has decided to discontinue his connection with a large number of outside interests and associations and to shorten the hours of confinement in his own business. Mr. Supplee has resigned from the presidency of the Trades League of Philadelphia. He has held this position for two years. It is announced that by reducing his business hours Mr. Supplee has improved in condition and is now on the rapid road to recovery.

Secretary Frederick Neudorff, St. Joseph, of the Missouri Retail Hardware Association announces that the next meeting will be held in the Coates House, Kansas City, on February 20 and 21. Railroad rates on a basis of one and one-fifth of the regular rate have been secured. Local committees of Kansas City will provide ample entertainments for the visiting delegates. Hardware dealers will be cordially welcomed whether members of the association or not. Mr. Neudorff announces further that hotel rates on the American plan are $2.50 per day and up. Rates of $1.00 per day and up on the European principle are common. It had been originally decided to hold the meeting in Hannibal. The location has been changed to Kansas City.

We are in receipt of a circular explaining in a measure the cause of the many colds which afflict mortals winterly. The cause assigned is the prevalence of drafts in the home and office. The circular announces further that the matter is of sufficient concern for the attention of all who desire to remain in a state of comparatively perfect health and that the Blount door check is an effective remedy. This device closes the door noiselessly in the face of the heaviest winds. It can be adjusted to any door at slight expense and with little exertion. It will prevent sneak thieves from entering houses and in the same way prevent drafts. The Blount door check is manufactured by the Yale & Towne Manufacturing Company, 9-15 Murray Street, New York City.

YANKEE DRILL CHUCK.

The North Brothers Manufacturing Company of Philadelphia, have sought for a long time to devise a drill chuck that will hold drills firmly and release them readily by hand without the use of a key, spanner or a similar arrangement. They have lately placed upon the market the Yankee drill chuck shown in the accompanying illustrations. It was designed to meet these requirements. It has been in use in the company's own shops for two years and has been generally approved of.

The Yankee chuck is compact, strong, well proportioned and of simple construction. It is accurate, dur-

Sectional Views.

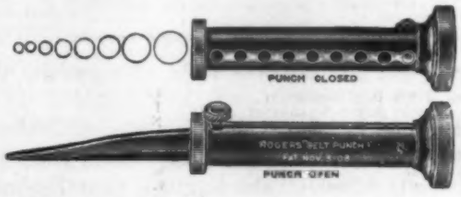
able and guaranteed to hold true. The body is made of machinery steel, the jaws of drill rod steel not liable to breakage.

This chuck is not effected by dirt nor is it liable to get out of order by careless usage. It is designed for hard service though it is adapted for light and rapid drilling.

The Yankee drill chuck is well described in a small circular recently published by the company. This will be furnished on request to dealers mentioning THE AMERICAN ARTISAN.

THE ROGERS BELT PUNCH.

The Sattley Stacker Company, Indianapolis, Ind., manufacture the Roberts belt punch shown in the accompanying cut. It is easily sharpened if it ever gets dull. When not in use it is drawn back into the handle which protects it. Is easily carried in the vest pocket; will cut any size hole from 1-16 to 3-8



inch, in canvass, rubber, or the heaviest double leather, oak tanned belting with ease. In using the punch, extend the blade to the size hole desired, push the blade straight through the belt up to the handle, pressing the end of the handle firmly against the belt and turn it one-half around. This takes out the core of the size hole desired.

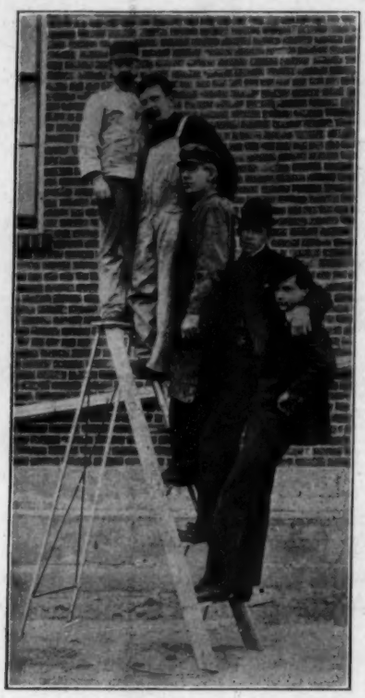
In lacing a belt it is found convenient to wet or oil

the end of the lace leather, light a match and crisp the end the least bit, which will make a hard point and facilitate pushing through the hole in the belt. After the belt is laced, to fasten the end of the lacing push this punch through the leather straight, and one will note that it cuts a half circle forming a catch or gate. By nicking the lacing—after it is pushed through the opening—it is impossible to pull it out. This will hold it firm without making a knot.

Dealers are requested to write the manufacturers for prices, etc. The company is having a large sale, and inquiries are being received from Maine to California, from Canada to the extreme Southern states. Daily shipments are made, it is said, to various sections of the United States and foreign countries. Kindly mention THE AMERICAN ARTISAN.

DURABILITY AND SAFETY COMBINED.

The superiority of iron and steel over wood is no better illustrated than in the ordinary household devices in which steel is rapidly winning its way to the front and securing the recognition of the manufacturer of almost every device. For economy and durabiltiy, steel is the acknowledged peer of wood. Its



Galvanized Sheet Metal Step Ladder.

lightness and gracefulness make it especially desirable.

The Chandelier & Art Brass Works, of Richmond, Indiana, have constructed the galvanized sheet metal step ladder shown in the accompanying illustration. It was patented August 18th, 1903, and other patents are now pending. Its great strength is shown in the illustration. At a recent experiment, five men, those shown in the illustration, tested its longitudinal strength by standing on the ladder when it was stretched between two pillars. The only supports for the ladder were at its extreme ends. The stiles, steps, top and back supports are made of galvanized sheet metal; the braces of wrought iron; castings are used to connect the top. All parts are riveted, making the construction rigid and able to support great weight without fear of breakage or danger to the user. The average weight is said to be 3½ pounds per foot.

Dealers will find it to their interest to write for prices. These are said to be extremely low. They will be furnished to those mentioning THE AMERICAN ARTISAN.

STERLING HACK SAW MACHINE.

The accompanying illustration shows the Sterling hack saw machine which is said to have many individual features. The machine is gear driven, a fact which has obvious advantages. A narrower balet can be used, thus giving ample power of belt surface on the driving pulley. This cannot be obtained it is claimed on a direct driven machine. Secondly the

Sterling Power Hack Saw Machine.

Sterling power hack saw machine is equipped with a tight and loose pulley. This does not get out of order so frequently as pulleys operated with a clutch. An automatic shut off stops the saw on completion of the work. This shut off throws the belt from the tight to the loose pulley. Buckling or breaking of the saw is avoided by means of a gravity feed. Furthermore the weight can be abjusted so as to secure the best results in either machinery or tool steel. The swivel vise enables the user to cut off material at any angle up to forty-five degrees.

The manufacturers of this saw, the Diamond Saw & Stamping Works, Buffalo, New York, will be pleased to send an interesting circular describing this machine to members of the trade. When writing kindly add, "Saw it in THE AMERICAN ARTISAN."

ADDITIONS.

The G. H. Barnett Company, proprietor of the Black Diamond File Works, Philadelphia, because of the unprecedented demand at home and abroad for their product, the Black Diamond files and rasps, have found it impossible to keep pace with trade requirements without very largely increasing their already extensive plant.

Some months ago the management purchased considerable additional real estate adjoining their works,

enabling them to erect a number of buildings in which to accommodate more machinery, to build large additions to present buildings, to give them the desired increased capacity. These improvements and enlargements have been going on throughout the past year and have now been completed, resulting in a vastly larger daily production, which it is hoped will enable the company to more promptly fill all orders.

The wisdom of this move has been fully vindicated, from the fact that even with the aid of their increased capacity, they are at the present time finding it extremely difficult to keep up with the demand of the trade for Black Diamond files. We are informed they are now several weeks behind on their orders. Present indications seem to insure that the enlarged capacity of their factory will be strained to its utmost to take satisfactory care of the spring trade.

HOW HE DID IT.

In 1870, Fred Kampfe, a machinist of Dresden, Germany, decided that the old world afforded too limited possibilities. He engaged a passage on one of the Trans-Atlantic liners and in a few weeks found himself in New York City. In one year's time Fred's abilities won him so enviable a position that his brothers, Richard and Otto, followed his example and came to America. They operated a machine shop where they made machinists' dies and special types of machinery for miscellaneous purposes. They were also modelists. At this trade their capacity for work, their ingenuity and tireless efforts were given opportunity to develop. They were quite successful and had Kampfe Brothers continued they would undoubtedly have attained a national reputation along these lines also.

But destiny had plotted another route. One day Fred, while about to visit one of the beautiful blushing belles of New York, while making preparations for this venturesome visit, cut himself most sorely with an old razor. Drip, drip, splash, splash, and Fred's immaculate shirt front resembled the American flag. Angered beyond control, Fred threw the murderous blade upon the floor and gave up his visit. The following night with face still unshaven Fred noted the old blade on the floor. It lay quietly and peacefully, seemingly tractable, entirely unconscious of the bloody work of the night previous and evidently meaning well. Fred regarded it for some moments and then with a twinkle in his eye, set about enclosing the razor in a kind of rake. He decided that a razor was as, fire, electricity and the great waterways of continents—untamed, they are perils to men; when properly controlled, they can be utilized without limit. Nature can be controlled by the intellect—so thought Fred.

Attaching the razor blade in the frame, Fred applied the combination to his face. The hair was mowed down as consumptives before the scythe of Death. Moreover, glorious to relate, Fred found it impossible to cut himself. The two brothers, Richard and Otto, learned the tidings with enthusiasm. Friends heard the joyful tale. Soon "Fred's rake" was known widely —a matter of general gossip. A few additional "rakes" were made for friends. In 1880 "Fred's rake" was patented. In 1881 the first safety razor was sold to the trade. In 1886 the office and factory was moved from 114 Center street, New York City, to 8-10-12 Reade street. In 1906 Kampfe Brothers are celebrating their silver anniversary, twenty-five years from the time when the Star safety razor was placed on the market.

In their Reade Street factory five hundred people are employed. These people find their daily work in the heart of a great city and in the very center of hardware circles. The case of Kampfe Brothers is singular in this respect. There are few other concerns to our knowledge who operate manufacturing plants in a district so valuable and so densely centered as this part of Reade street.

The different processes through which the Star safety razor goes are numerous and seemingly complex. The blade is first stamped from a high grade of double refined steel. It is then concaved, heated, carbonized and hardened. It is immersed in a salt water bath, then in a cold bath and finally in a bath of average temperature. The formula is kept a secret. After having been tempered, the blade is ground by hand. It is polished on a series of wheels. The honing is done by women. The company makes its own stone for grinding purposes.

Great care is used by Kampfe Brothers in the manufacture of this razor. It is planned to make the success of this firm permanent. Evanescent prosperity is not the aim of the manufacturers. Thousands of testimonials have been received to support their claims for the Star safety razor, but it is safe to say there are few stronger or more valuable testimonials than that of Dr. Oliver Wendell Holmes, who paid a glorious tribute to the Star safety razor not many years ago.

Frederick Kampfe, Otto and Richard Kampfe, together with Daniel L. Winchester, 2d, sales manager, are responsible for the tremendous success, the well-known worth and the extreme popularity of this razor. They are the officials of the company. Mr. Winchester will be pleased to furnish information regarding the razor to dealers mentioning THE AMERICAN ARTISAN.

JOBBERS AND CONSUMERS.

Before the retail hardware associations were formed the hardware jobbing houses considered it good and commendable to sell merchandise directly to consumers, in competition with the retail trade. This form of competition was practiced almost universally. Finally the competition became so severe and its injustice so apparent that a few aggressive dealers in different sections of the country determined to take up the fight in earnest. Many of the present retail hardware associations were the direct result of this movement. The retailers were successful in the fight and within a few years, wholesalers had for the most part given up the practice entirely. Such direct competition as was indulged in was done clandestinely. At present selling to consumers is considered the worst offense of which a hardware jobbing house may be guilty.

It has long been rumored, however, that the Norvell-Shapleigh Hardware Company of St. Louis was not disposed to limit their business to virtuous proportions. It has been declared oft and repeatedly that, despite protestations to the contrary and the apparent sincer-

ity of Mr. Norvell, this concern was selling to stores, competing with regular hardware dealers in a so-called illegitimate way—such as racket establishments, grocery houses, etc.—and was even dealing directly with the great consuming public.

The charge was serious and was doubted at first. Investigation developed its truth. Evidence, absolutely irrefutable, has been discovered showing that the Norvell-Shapleigh Hardware Company has in a number of instances and in a way that implies that the practice was a recognized policy, sold merchandise to consumers who were in no way connected with the hardware trade.

In one case the Norvell-Shapleigh Hardware Company sold a set of builders' hardware to a western grocery man. This was intended for the grocer's own house. The same hardware jobber filled a mail order for builders' hardware sent by the same grocer. The second set was intended for the residence of one of the grocer's friends. The local hardware establishment sent in an estimate for the same job and were beaten by about $29 on work amounting to approximately $125. The grocer bought these articles at the same price as the local hardware firm would have been charged. He sold them to his friend at cost price—a matter of accommodation. It was a good advertisement for his grocery business.

Within the last month an even more flagrant violation of moral principles by this jobbing company has come to light. Shortly after the birth of the new year, a sewing machine was received at New Baden, Illinois, with a plainly marked tag showing that F. G. Baehr, a local painter of that town, was the consignee. No title or other mark appeared on the tag to designate who shipped the machine. This was obviously in accordance with a fixed policy maintained to throw off suspicion and conceal the identity of the consignor.

The tag was numbered in such a way as to clearly indicate that the order was received December 28th and that it was a mail order. The machine was not bought from another merchant in the same town nor from one in a neighboring town.

The invoice for this machine is reproduced herewith. It shows that the Norvell-Shapleigh Hardware Company received the order and filled it. The invoice was mailed directly to F. G. Baehr at New Baden.

Cable Address "NORSHAF" Western Union Code

NORVELL-SHAPLEIGH HARDWARE CO. · ESTABLISHED 1843 ·

WE DO NOT SELL CATALOGUE HOUSES.

ST. LOUIS, JAN 11TH 06

BOOK 105149

SOLD TO F. G. BAEHR,
NEW BADEN,
ILLS.

SALESMAN MAIL A.J. WIESEHAN

CLERK

TERMS: 60 DAYS, OR LESS 2 PER CENT FOR CASH IN 10 DAYS.

NOTICE—ALL CLAIMS FOR ERRORS, OVERCHARGES, DEDUCTIONS OR ADJUSTMENTS OF ANY KIND MUST BE MADE UPON RECEIPT OF GOODS. WE INSURE NO GOODS UNLESS ESPECIALLY INSTRUCTED WITH EACH ORDER. REMIT DIRECT. PAYMENTS REQUIRED IN EXCHANGE ON ST. LOUIS, CHICAGO OR NEW YORK. PAYMENTS TO SALESMEN ARE AT YOUR RISK UNTIL THE MONEY IS RECEIVED BY US. ALL ORDERS TO SALESMEN ARE SUBJECT TO THE APPROVAL OF THE HOUSE. INTEREST CHARGED AFTER MATURITY

1 - VASSAR 6 DRAWER SEW MACH 106 14 50

FROM FACTORY

C. J. E DL

Mr. Baehr was given the same discount as a regular retail hardware dealer would obtain. Mr. Baehr is not a retail hardware dealer. He is not a retailer. He is not listed in Dun. The machine was bought for personal use.

RIFLES FOR GIRLS AS WELL AS BOYS.

In a recent letter to General Wingate, accepting the vice-presidency of the Public Schools Athletic League, President Roosevelt wrote as follows:

"I am glad that you have installed in each of four high schools a sub-target rifle practice and are teaching the boys to shoot with the Krag; and I am pleased with the great success that you have met in this effort.

"I am also particularly pleased that you are about to organize a woman's auxiliary branch, for the girls need exercise quite as much as do the boys.

"The demands such a movement makes upon the time and the money of those engaged therein are very heavy. You are doing one of the greatest and most patriotic services that can be done, and you are entitled to the heartiest backing in every way from all who appreciate the vital need of having the rising generation of Americans sound in body, mind and soul.

"Sincerely yours,

"Theodore Roosevelt."

These are two points which have been presented of late with force by the J. Stevens Arms and Tool Company, Chicopee Falls, Mass.

The healthy outdoor exercise, the quickening of

eye, training of muscle and the steadying of nerves is as beneficial for the girl as for the boy.

The faculties which were so developed in the early colonial days, when every boy was familiar with a gun, showed not only in the battle of Bunker Hill, but showed as much in the framing of the constitution. The use of a gun teaches a boy to be careful, to be alert, ready for action, and it gives him self-confidence, courage and initiative, qualities as necessary in times of peace as in times of war, and as fitting for a girl as for a boy.

The Stevens Arms and Tool Company, for purposes of recreation and sport, have recently issued a book treating of the modern firearm, showing a wonderful diversity of types; there is the shotgun, rifle and pistol in many styles, for girl and boy, the sportsman's double and single-barreled shotgun, the marksman's rifle, etc.

The book, which contains 140 pages, covers everything of interest to a lover of the gun—ammunition, sights, the proper care of firearms, etc. The book will be sent free to anyone sending a couple of two-cent stamps. to cover postage, and mentioning THE AMERICAN ARTISAN.

COLORADO PROGRAM.

That the next annual gathering of the Colorado Retail Hardware Dealers' Association will prove immensely successful can be partially appreciated by a glance at the enthusiastic announcements that Secretary Davis Barkley, Fort Collins, is sending out and a review of the following carefully prepared program:

WEDNESDAY, FEBRUARY 7, 1906, 10 A. M.

OPEN SESSION.

Roll Call.
Report of President.
Appointment of Committees.
Payment of Dues.

WEDNESDAY, FEBRUARY 7, 1906, 2 P. M.

OPEN SESSION.

Roll Call.
Address, "Hardware Reminiscences,"
W. S. WRIGHT, OMAHA.
Address, "The Good I Have Gotten Out of Merchants' Associations,"
A. L. BRANSON, TRINIDAD.
General Discussion.

THURSDAY, FEBRUARY 8, 1906, 10 A. M.

OPEN SESSION.

Address, "The Catalogue House,"
S. NORVELL, ST. LOUIS.
Remarks . . . W. M. GLASS, OMAHA.
Remarks . . Ex-GOV. ALVA ADAMS, PUEBLO.

THURSDAY, FEBRUARY 8, 1906, 2 P. M.

EXECUTIVE SESSION.

Report of Secretary.
Report of Treasurer.
Report of Grievance Committee.
Report of Auditing Committee.
Report of Resolution Committee.
Report of Revision of By-Laws Committee.
Report of Nominating Committee.
Election of Officers.
New Business.

RETAIL HARDWARE DOINGS.

NEW FIRMS.

Delaware, Ohio—The Potter Hardware Company; capital stock $24,000; incorporators are F. M. Marriott, W. M. Marriott, Z. W. Potter, E. R. Potter and Edwin L. Bell.

Perry, Oklahoma—New York Hardware Company; capital stock $15,000; directors are Walter W. Faulds, Charles L. Wenner and Jessie M. Faulds.

Ninety-Six, South Carolina—Ninety-Six Hardware & Furniture Company; W. A. Blizzard of Dillon is president and treasurer and H. S. Blizzard, secretary and general manager.

Pekin, Illinois—Frank Brown and T. S. Brown.

Weatherford, Texas—Carter-Ivy Hardware Company; capital stock $20,000; incorporators are W. I. Ivy, T. S. Carter and W. T. Carter.

Evansville, Indiana—Koch Stove & Hardware Company; capital stock $50,000; directors are William A. Koch, Edward Koch, Henry Koch, Sr., George A. Beard and Joseph Kaelin.

Oxford, Ohio—Oxford Hardware Company; capital stock $20,000; incorporators are Zora Becket, S. E. Fye, J. G. Welsh, J. A. Welsh and W. C. Tucker.

BUSINESS CHANGES.

Duncan, Indian Territory—Ridge & Robberson succeed Hardin, Ridge & Robberson Hardware Company.

Grand Junction, Colorado—C. Hillman succeeds George Hillman.

Cassville, Missouri—C. Lucky succeeds M. C. Messer Hardware Company.

Springfield, Missouri—Leonard Hardware Company succeeds J. H. Leonard.

Aztec, New Mexico—Aztec Hardware & Lumber Company succeeds McCoy & Rathlen.

Jonesboro, Arkansas—R. L. Muse succeeds A. B. Cole & Son.

Cotton Plant, Arkansas—J. R. Boon succeeds W. A. Moore.

Pagosa Springs, Colorado—Sparks-Moore Hardware Company succeeds F. H. Sparks.

Rockford, Washington—A. B. McDaniel succeeds D. C. Farnsworth.

Anita, Iowa—F. A. Robinson succeeds J. C. Voorhees.

Anita, Iowa—Pegau & Company succeed the Farmers' Supply Company.

Richland, Iowa—Fred Gray succeeds Dutton & Gray.

Inwood, Iowa—George M. Anderson succeeds Anderson Brothers.

Crowell, Texas—Robert Dawson succeeds the Crowell Hardware & Grocery Company.

Salt Lake City, Utah—J. W. Conwell succeeds J. Isaacman.

Bunceton, Missouri—N. A. Stone succeeds Moore & George.

Quinlan, Oklahoma—Washburn & Saunders succeed H. T. Shapley.

St. Louis, Missouri—Walter Krueger succeeds Krueger & Bauer.

Concord, Nebraska—Oscar Oak & Son succeed J. G. Clotzbah & Son.

Middleport, Ohio—L. U. Crary succeed Pfarr & Hobart.

Germantown, Illinois—J. T. Welling succeeds Herman Koch.

Atchison, Kansas—H. E. Hurlbut succeeds W. H. Witcraft.

Butte City, Montana—J. E. Davis succeeds Davis & Weimescary.

MISCELLANEOUS.

Timpson, Texas—R. S. Shipp; destroyed by fire; loss $1,500; no insurance.

Butler, Pennsylvania—Shira & Wallace; destroyed by fire; loss $300.00.

Superior, Wisconsin—Pease Hardware Company; alterations.

Winfield, Kansas—J. G. McGregor Hardware Company; new buildings.

Shelby, North Carolina—Farmers' Hardware Company; new location.

Macomb, Illinois—Martin Price; damaged by fire.

Oshkosh, Wisconsin—Taft Hardware Company; destroyed by fire.

Waynesfield, Ohio—W. R. Green; new location.

Green Valley, Illinois—Charles McNaught; new location.

Salt Lake City, Utah—Mrs. Mary Ann Walsh; deceased.

Heating and Ventilating

ESTIMATE SHEETS.

A most attractive souvenir in the form of a booklet containing a number of furnace estimate sheets has been published by the Charles Smith Company, 97-101 East Lake street, Chicago. Mr. Smith's predilection for virile, forceful manhood is shown by the photographs appearing on the cover pages of the booklet. On the front is a half-tone reproduction of the great war president with the Charles Smith motto, "With malice toward none." On the inside cover is a picture of General Grant with the inscription "Let us have peace." On another page is a reproduction of Admiral Dewey and on the back page "Give every man a square deal" and the sterling face of President Roosevelt. Mr. Smith is a hero of the civil war and naturally appreciates sterling worth exhibited under stress.

The souvenir book of blank estimates was prepared to help furnace dealers in avoiding omissions in the signing of contracts. It will prove most valuable. All of the requirements usually considered necessary in furnace contracts are included. The contracts are made up conveniently as to arrangement and will prove desirable for ready reference.

The booklet as a whole is arranged neatly and artistically. In fact it is one of the most striking that has come to our attention for some time. The Charles Smith Company will be pleased to send one to dealers mentioning THE AMERICAN ARTISAN.

SHEET STEEL REGISTERS.

The Canton Art Metal Company, successors to the Canton Steel Roofing Company, write us of the great demand for their sheet steel registers. Last year they claim to have had about 500 per cent increase in sales over that of the year previous. During the latter part of the season this department was so overcrowded that they were compelled to turn down rush orders.

They are expecting greater things for this year and are making preparations to take care of the trade. They have added to their equipment, which will increase their capacity about one-half, and by working steadily during the dull season they hope to be in position to fill all orders promptly.

Catalogues and prices will be furnished upon application to readers of THE AMERICAN ARTISAN by the Canton Art Metal Company, Canton, Ohio.

LUCILLE.

The most famous model of to-day, located in either Europe or America, is undoubtedly a certain divine creature whom we believe owns Munich as her home. Americans are familiar with her as Lucille. She has been pronounced by experts to have the most perfect figure and the most classic facial contour of any woman in studio circles.

Lucille has been reproduced on a wall calendar gotten out by the Henry & Scheible Company, Cleveland, Ohio. The reproduction is large—large enough to prove that no facial blemishes mar the fair complexion of the subject. Off to one side of the calendar, one reads that the company manufactures Moncrief warm air furnaces, registers and ventilators and all other requirements for furnace men. Their specialties include both floor and side wall registers, hot air dampers, stove pipe dampers, damper clips, Jack chains, furnace cement, asbestos paper, roofing cement, stove pipe collars, furnace pipe and fittings, black and galvanized sheets, soldering coppers, furnace rings, etc.

"CATALOGUE HOUSE COMPETITION."

Catalogue House Competition is the title of a small booklet recently published by the United States Register Company, Limited, of Battle Creek, Michigan. It is illustrated by amusing cuts explaining the evils of the catalogue house method of doing business, in a comical but at the same time effective way. The comparison is drawn between railroads on the one hand and manufacturers on the other. If railroads, for instance, give a few shippers an advantage of twenty per cent over others, the cry of unjust discrimination is echoed over the whole country. The case would be parallel if certain manufacturers sold products to retail catalogue houses at twenty per cent less than to regular retail dealers. In the latter case little is heard, though the discrimination is apparent.

The United States Register Company call attention to the fact that the Jones register is not sold to retail catalogue houses; also to the fact that the Jones register ventilates the room in which it is placed as no other register does. They will be pleased to send one of these booklets to dealers mentioning THE AMERICAN ARTISAN.

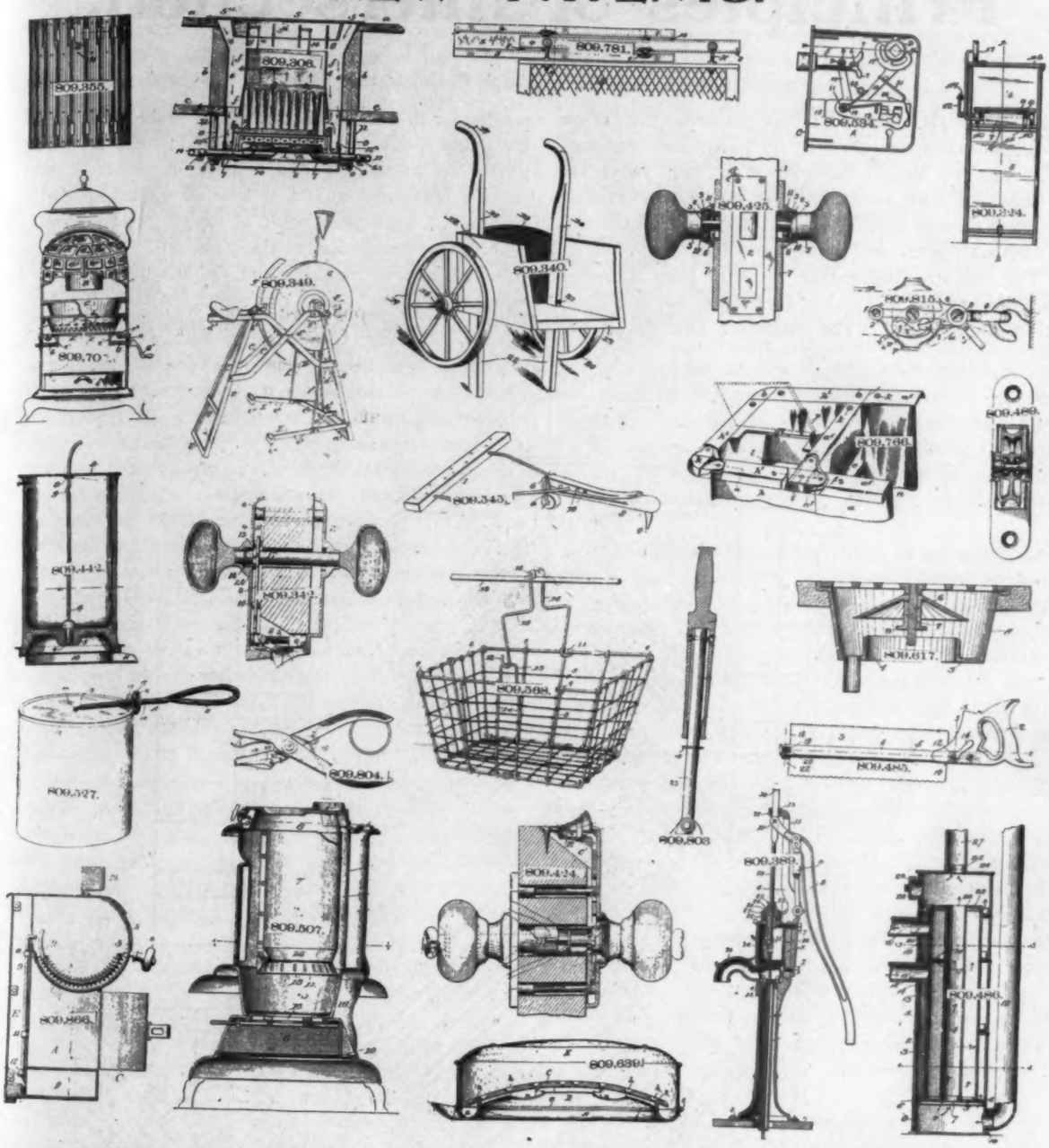
PARAGRAPHS.

The Patric Furnace Company of Springfield, Ohio, expect to increase their manufacturing capacity and selling force within the near future.

It is announced that the Meyer Furnace Company of Peoria, Illinois, have been compelled to increase their storage and productive capacity on account of the increased sale of the Weir All-Steel furnace. Provision has been made for the storage of one thousand additional furnaces. The productive capacity has been enlarged by the installation of stake and compression riveters. The company will be able to make in the future over three thousand five hundred furnaces each year. They announce that sales during 1905 showed an increase of sixty per cent over 1904.

The Quaker Manufacturing Company of Chicago Heights, Illinois, are moving their general offices to Chicago. They will be located at 40 Dearborn Street, suite 211, February 1st. A full line of their products will be on exhibition at that place. The office will be in charge of the president, Mr. Austin, while the factory at Chicago Heights, will remain under the supervision of Charles E. Wallace, who has been with the company for the past three years. The plant of the company was re-established at Chicago Heights in 1902. Shipments of furnaces, this product, in 1905, were four hundred per cent greater, it is claimed, than in 1903.

NEW PATENTS.



809,306—Air heating system. Franklin S. Lamson, Washington, D. C., assignor to Cosmos Construction Company, Washington, D. C.

809,324—Refrigerator. Edward Prendergast, St. Louis,

809,340—Wheelbarrow. William Tasker, Biloxi, Miss.

809,342—Lock and latch mechanism. Henry G. Voight, New Britain, Conn.

809,349—Grindstone frame. Gustavus Wideman, Aurora, Ill., assignor to the Richards Manufacturing Company.

809,355—Centrifugal cream separator. Edgar W. Broomall, Rochester, N. Y.

809,389—Pump. Philip A. Myers, Ashland, Ohio, assignor to F. E. Myers & Brother, Ashland, Ohio.

809,424—Lock. Charles J. Caley and Henry G. Voight, New Britain, Conn., assignors to the Russell & Erwin Manufacturing Company, New Britain, Conn.

809,425—Lock and latch fittings. Charles J. Caley, New Britain, Conn., assignor to Russell & Erwin Manufacturing Company, New Britain, Conn.

809,442—Cream separator. John W. Hinkley, Watertown, Mass.

809,485—Saw. Frederick A. Wuest, Lawrenceburg, Ind.

809,486—Radiator. Willie H. Wyant, Tabor, Iowa.

809,489—Sash pulley. Charles J. Caley, New Britain, Conn., assignor to Russell & Erwin Manufacturing Company, New Britain. Conn.

809,507—Heater. Julius L. Klemme, Quincy, Ill.

809,527—Can opener. Herbert B. Ray, Bridgeport, Conn.

809,534—Latch. Amos Shepard, Plantsville, Conn., assignor to Russell & Erwin Manufacturing Company, New Britain, Conn.

809,545—Carpet stretcher. Sebern J. Wever, Sheller, Ill.

809,568—Clothes pin basket. Samuel W. Hurlburt, Creston, Iowa, assignor of one-half to Lansing W. Hurlburt, Creston, Iowa.

809,617—Ventilator for basements and the like. Peter H. Jackson, San Francisco, Cal.

809,639—Broiler. John M. Stokoe, Cleveland, Ohio, assignor to the Prince Stokoe Oil Stove Company, Cincinnati.

809,701—Fire pot and grate. Stefan Knapp, Detroit,

809,766—Range construction. Matthew F. Allen, Nashville, Tenn.

809,781—Door hanger. Myron Cossey, Brooklyn, N. Y., assignor to Reliance Ball Bearing Door Hanger Company, New York, N. Y.

809,803—Nail puller. Willis F. Hobbs, Bridgeport, Conn., assignor to the Bridgeport Hardware Manufacturing Company, Bridgeport, Conn.

809,804—Container punch. Willis F. Hobbs, Bridgeport, Conn., assignor to the Bridgeport Hardware Manufacturing Company, Bridgeport, Conn.

809,815—Clothes line pulley. Hanna Koorie, Paterson, N. J.

809,866—Mail box. Thomas J. R. Turner, Taylor, Iowa.

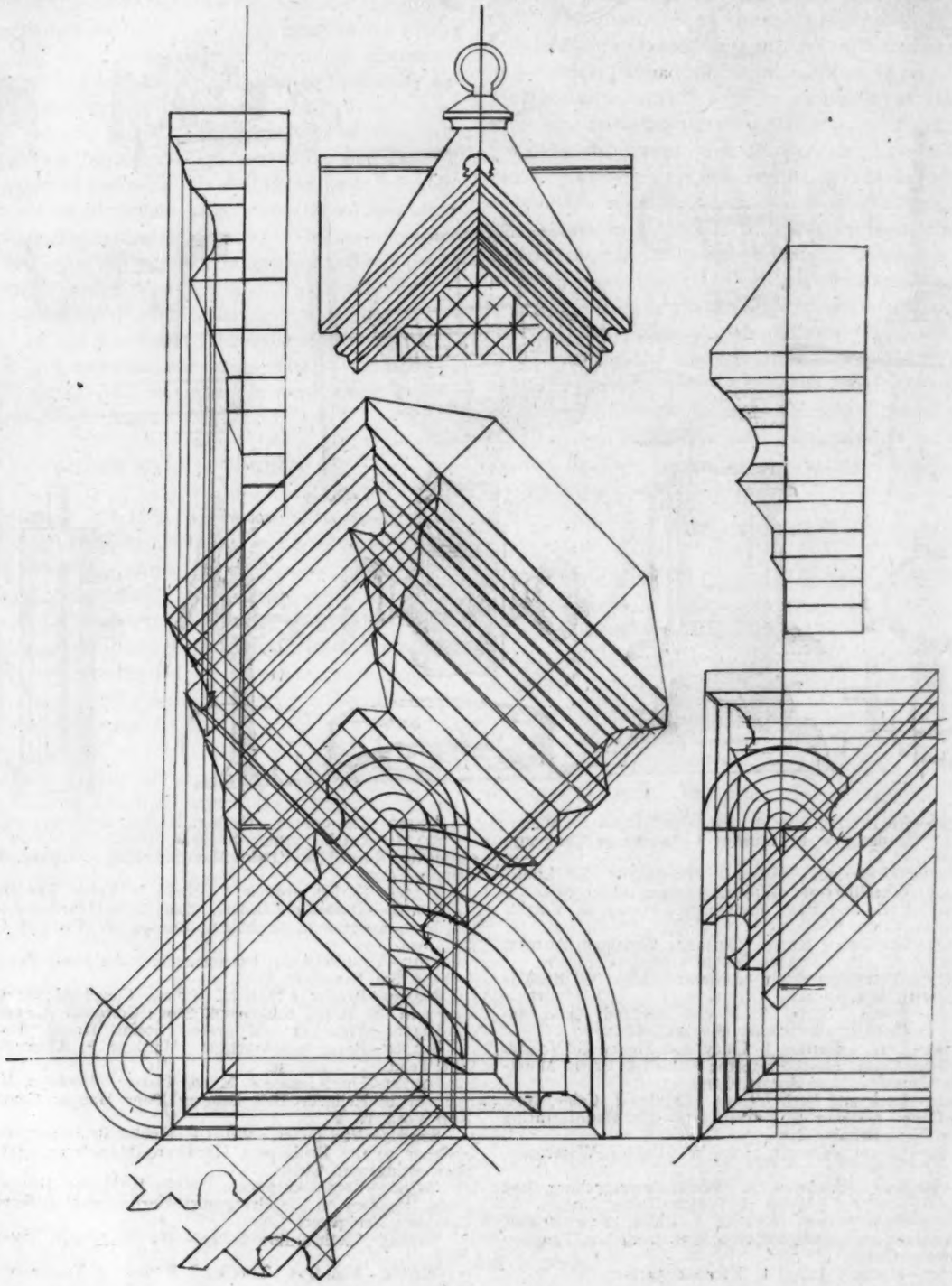
Principles of Intersection.

PART XXVII. PLATE XI.

(Copyright, 1906, by Joseph P. Coleman.)

SCALE DRAWING, HALF FULL SIZE, SHOWING ELEVATION OF MOULDINGS JOINING ON ADJACENT GABLES, SQUARE IN PLAN—HOW TO FIND THE PROJECTED VIEWS OF THE INTERSECTIONS, DEVELOP PATTERNS, ARISING FROM THE INTERSECTIONS, AND OBTAIN THE REQUIRED FORM OF "SECTIONAL CUTS."

The full-size illustration on this plate shows a moulding placed in a gable, inclined to the horizontal at an angle of 45°. The outstretch line, drawn perpendicular to the pitch of the gable, is the wall line of the gable mould. The gable mould joints a similar mould on adjacent gables, square in plan. It also joins a horizontal mould at base of gable, square in plan, and a horizontal mould at top of gable square in plan. The description of the plate will show how to join two similar mouldings at the top of gable, each equally inclined, using one miter pattern for both mouldings, and forming a right angle in plan. The



small illustration to the right of plate shows the elevation of a mould in an adjacent gable, which joins the front gable mould—the plan is a right angle.

The gable mould is divided into convenient points. Through the points draw lines parallel to pitch of gable, intersecting the ground line, at base of gable, and extending through the top of gable indefinite.

The two intersecting planes, shown in plan, one at base of gable, the other at the left hand of drawing, are each placed at an angle of 45° with the ground line. Where the intersecting planes join the ground line, draw the two vertical lines. The line at base of gable extends only to the top of gable mould, while the line to the left of the drawing extends to the upper end of paper. To find the section cut from the gable mould by the ground line draw the vertical lines from the points on the ground line as shown. Space the projection of the gable mould on the vertical lines. The illustration shows parallel lines, perpendicular to the pitch of gable, passing through the points of division on profile of the gable mould, extending to within a short distance from the ground line. At the left of paper draw the angle of 45° in elevation intersecting the ground line in a point. This point is a center point to revolve the parallel lines previously drawn so as to establish the projection of gable mould in the plan.

Those circular arcs at left hand of paper extend to a vertical line as shown in plan, and are continued parallel to the ground line, intersecting the two 45° cutting planes, and the vertical lines previously drawn from the points in the ground line.

The horizontal line showing the extreme projection of gable mould in plan, is the projected view of the plane face of gable mould in elevation continuing from face of gable mould. The third and fourth points in elevation are on the same line. This line in plan is intersected by the second and third horizontal lines.

Find the remaining points, where the horizontals cross the vertical lines. Join the points, giving the required form of the intersection of the gable mould by the ground line. Conceive the base of gable mould as hinged to the ground line, turn the upper part of the drawing towards you, also turn the profile so as to be perpendicular to the paper in elevation, by considering the wall line as a hinge.

Place the eye above the profile. Every point on the profile is directly above the projected line in plan.

Each horizontal line in plan, and the corresponding line in elevation, represent an auxiliary plane surface passed through the gable mould. The horizontals in plan show the intersection of the cutting auxiliary planes, with the surface of the paper. The vertical traces of the auxiliary planes in elevation show the lines cut from the surface of the gable mould by the auxiliary planes.

ROOFING RULES.

At the present time all interested are calling attention almost daily to the growing prejudice against tin plate for roofing purposes. There is a growing feeling in all sections of the country that tin plate is ordinarily applied lacks durability, requires too frequent painting and consequently does not possess the intrinsic qualities considered desirable in roofing material. Tin smiths throughout the country call attention to this fact in communications to trade papers and complain that the old time popularity is waning.

Whether the trouble is due to faulty manufacture or to ignorance in laying the tin on the part of the tinsmith himself, has not been demonstrated as yet. It is gratifying to note, however, that manufacturers are taking up the question seriously and besides endeavoring to locate the cause of the trouble in their own factory, if there is such cause, are taking up the education of the tinner as to methods best calculated to insure satisfaction to the owner of the house.

Along these lines we take pleasure in calling attention to a booklet, entitled Roofing Rules, published by the Merchant & Evans Company, successors to Merchant & Company, Incorporated, Philadelphia, New York, Chicago, Brooklyn, Baltimore, Kansas City and Denver. It is a hand book on sheet metals and building construction for architects, owners, engineers and builders.

The booklet goes into the subject in a scientific and analytic way. Five qualities are considered requisite for a good roof. These qualities are as follows: storm-proof, fire and lightning-proof, lightness of weight, ease of repair, attractiveness of appearance. These different qualities are taken up in order in the progress of the book and commented upon. The different classes of roofing are then named and their virtues and defects considered.

A complete history of tin roofing is given. The different grades manufactured, the different processes, the most desirable amount of coating, the assortment or grading, etc., appear successively. The remainder of the book is taken up with cost of different buildings covered with tin plate and an appendum in which practical advice is given to the tinner. This practical advice is classified under the following heads: How to construct a metal roof; roof proper; ridges; hips; valleys; gussets; eaves; cornices; flashings and counterflashings; gutter and spouting; method of application; furnace pipes and heat flues; ventilators; Spanish tile, etc.

Included in the booklet is an interesting article entitled Slag Versus Tin Roofing. It is reprinted from an architect's journal and is a summary of conclusions drawn by an expert roofer upon results of the great Baltimore fire of August, 1904. The writer summarizes his views with the statement that tin roofing is immensely superior to slag as a means of protection from fire. According to his opinion, slag roofs in certain parts of the city were ignited in a few minutes. In fifteen minutes a large part of the roofs was burned off and in half an hour half the roofs were gone. While the wood base for the tin roofs caught fire and the boards burned slowly, not a spark is said to have reached the top from underneath, although the boards smoldered and burned for over three hours. The tin was unhurt.

Both of these booklets are exceedingly interesting and of great practical value to all interested in roofing and in the different ways in which tin plate is used.

The Merchant & Evans Company will be pleased to send these booklets to members of the trade mentioning THE AMERICAN ARTISAN.

THE DIECKMANN PLANT.

The accompanying illustration shows the recently completed works of Ferdinand Dieckmann, manufacturer of spouting elbows, located at Cincinnati, Ohio. The office and shipping department are located at 1180-82-84 Harrison Avenue and cover an area 75x 120 feet, the buildings being two stories in height. This area represents the old works, which have been completely renovated and newly equipped throughout. Every device for the prompt handling of orders has been introduced. The large addition adjoining the above premises in an L has been erected in the most approved modern methods used in concrete construction. The building covers an area 60x150 feet and is absolutely fireproof, as no wood or any other combustible material was used in the construction, all floors, beams, walls and girders are made of re-enforced concrete. The building is four stories high, each floor being 15 feet from floor to ceiling, giving more than sufficient air and light.

Dieckmann Plant, Cincinnati.

With this modern plant in operation, Ferdinand Dieckmann may truly be styled the foremost manufacturer of conductor elbows, while the works are the largest in the world for this class of work. The product covers 1,225 varieties of conductor elbows of the regular gauges alone, all of which are carried in stock at the immediate commands of the trade. The wares are of the highest quality only, and the styles and workmanship the standard of America. Since completing the works the firm is also in position to take care of the demands of the manufacturers of incubators, gasolene and gas stoves.

SLATE ROOFER.

While the strenuous competition of recent years has in some cases worked for the disadvantage of competitors, it is extremely beneficial to the patrons of the rivals. The general consuming public has been benefited to a great extent by lower prices, prompter service and a more conciliatory attitude on the part of trades men. The trades man has likewise been benefited in the same ways by the keener competition of manufacturers. This latter benefit is evident in prompter shipments and in explanatory booklets published in the interest of the wholesalers. In many cases these booklets are quite valuable to the recipients. A small book recently published by the Auld & Conger Company, 262 Prospect Street, Cleveland, Ohio, is one of this order.

The Slate Roofer is the title of the publication. It is published for quarry men, roofers, architects and dealers of roofing slate. It comprises roofing slate tables, rules for measuring slate work, designs for ornamental slate work, nails required for a square, rules and information for new beginners and other valuable information. The authors are D. Auld, Junior, and F. H. Conger.

While the booklet contains a vast amount of information, it is made for the pocket and is convenient for constant use. It contains one hundred pages and many illustrations and tables. There is some interesting information upon the use of slate as roofing material and other treatises which will prove of great value, not only for cursory examination, but for reference.

The Auld & Conger Company, Cleveland, Ohio, will be pleased to furnish one of these booklets upon receipt of fifty cents to pay partial cost. When writing kindly add, "Saw it in THE AMERICAN ARTISAN."

NOTES AND QUERIES.

GASOLENE GAS STOVES.

From the Peter Beine Manufacturing Company, Quincy, Illinois.

Where can we buy a gasolene gas stove for controlling the percentage of air and vapor?

Ans.—Schneider & Trenkamp Company, Cleveland, Ohio; George M. Clark & Company, Chicago; Dangler Stove Company, Cleveland, Ohio; Standard Lighting Company, Cleveland, Ohio; National Stove Company, Lorain, Ohio; Ringen Stove Co., St. Louis; Detroit Vapor Stove Company, Detroit, Michigan.

MACHINE STREET SWEEPERS.

From Hause & Prickett, Fayette, Ohio.

Where can we buy street sweeping machines?

Ans.—Bethlehem Foundry & Machine Company, Bethlehem, Pennsylvania.

HAND STREET SWEEPERS.

From Hause & Prickett, Fayette, Ohio.

Where can we buy hand street sweepers?

Ans.—Star Expansion Bolt Company, 147-149 Cedar street, New York City; Barbee Wire & Iron Works, 44 Dearborn street, Chicago; Amsterdam Broom Company, Amsterdam, New York; Bromwell Brush & W. G. Company, 429 Walnut street, Cincinnati; E. D. Howard Company, Columbus, Ohio; Pollock Brush Company, Easton, Pennsylvania.

GALVANIZED ANGLES.

From A. G. Reed, Kalispell, Montana.

Where can I buy galvanized angles?

Ans.—United Galvanizing Company, 525 Front street, Philadelphia.

PATTERN LETTERS.

From I. R. Keller, Upper Sandusky, Ohio.

Where can I get pattern letters?

Ans.—St. Louis Electrotype Foundry, St. Louis.

ITEMS.

We are in receipt of a cordial invitation from the management and salesmen of the Berger Manufacturing Company, Canton, Ohio, to visit their plant at Canton, Ohio, on the occasion of the annual convention of the Ohio Hardware Association to be held in that city on February 27th, 28th and March 1st.

E. W. Edwards, president and general manager of the Edwards Manufacturing Company, "the sheet metal folks," Cincinnati, Ohio, has departed for a two months' tour of the West. The trip will include visits to the following cities: Kansas City, Denver, Colorado Springs, Salt Lake City, San Francisco, Los Angeles, and the Grand Canon of Arizona. It will be partly of a business and partly of a social nature. Mr. Edwards is accompanied by his wife and family. His business associates in Cincinnati request the trade to treat the pilgrim kindly.

The caption, "When on the fence," offers the Globe Machine & Stamping Company of Cleveland, a splendid opportunity for the use of pictorial ability. A maidenly bicyclist is shown standing on the top of a four-picket fence where she is obliged to remain because of the pugnacity of a bulldog, who is apparently enraged at the rather limited attire of the fair creature. The circular announces further that the most economical way to finish, polish, smooth or brighten small parts is by the use of Globe tilting, tumbling barrels. The company's mail address is 971 Hamilton Street.

The Wheeling Corrugating Company of Wheeling, West Virginia, Boston, New York, St. Louis, Philadelphia and Chattanooga, have leased the premises at 23-27 West Clinton Street, Chicago, containing a six-story building for a term of ten years, beginning May 1st, 1906. The business of this company has steadily increased in the West and during the last few months they have had difficulty in supplying the immense demand of the trade for conductor pipe, stove pipe and elbows, galvanized iron, metal ceilings, metal lathe, corrugated iron, tin plate and their large line of similar products.

The Champion Brass Works of Coldwater, Michigan, announce that their chief output at the present time consists of plumbers' specialties and supplies. They make brass castings for gasolene engine manufacturers, bearings for heavy machines, clarionet keys in German silver and do other odd jobs and general yellow and red brass castings in the rough. J. T. Knott is president and J. L. Curts is secretary-treasurer of the company. The plant is two stories in height, forty by one hundred and twenty feet in dimensions. The furnace room has eight furnaces. It is twenty-six by thirty feet in size, one story in height, built of brick.

At the annual meeting of the Follansbee Brothers Company, held in Pittsburgh recently, the number of directors was increased from five to seven. The directors re-elected were: Nathaniel Holmes, H. Darlington, W. W. Bell, W. U. Follansbee and B. G. Follansbee. The additional directors elected were William Banfield and J. D. Lyon. B. G. Follansbee is president; William U. Follansbee, secretary and treasurer; George L. Follansbee, assistant treasurer; C. A. Wilson, assistant secretary; Wm. D. Reid, auditor, and William Banfield, general manager. The company operates mills at Follansbee, W. Va., manufacturing the finer qualities of tin plates and sheets, and is actively pushing plans for the building of a basic steel plant to manufacture its own sheet and tin bars and particularly to secure uniformity in the quality of its raw material.

The first annual meeting and banquet of the combined Milwaukee Metal Trades and Founders' Association was held at the Plankinton House Januay 24. Members assembled at 6:30 o'clock for the election of officers, after which they repaired to the dining room for dinner and short talks by prominent speakers and members on subjects relating to the foundry business. W. J. Turner presided at the dinner under the title of general superintendent, and talks were made on the following subjects: "Report of the President," A. J. Lindemann; "The Panama Canal," S. L. J. Knox of the Bucyrus Company; "National Founders' Association," O. P. Briggs, president of that association; "Milwaukee School of Trades," J. S. Church, superintendent of the school; "Reciprocity in Industrial Relations," Rev. C. H. Beale; "Shop Talk," interspersed with entertaining stories, W. H. Reese of the Patton Paint Company.

Advertising Department

Our readers are invited to send in copies of their advertisements in the local press for criticism. All communications should be addressed to the "Advertising Department" of THE AMERICAN ARTISAN.

The progressiveness of some dealers is shown by two page circulars recently printed and distributed by Koch Brothers, New Baden, Illinois. We wish to call particular attention to the second circular announcing specials for January. It is quite common for dealers to issue page circulars describing holiday goods, and though the announcement of "our Silent Salesman" for the December holiday rush is quite above the ordinary both in the matter of persuasiveness and attractiveness, it is to the second announcement that we would direct the greater attention.

It is easy to sell goods in December and easier to advertise them. It is harder, much harder to sell wares in January and as hard to advertise them. Eighty per cent of the retail hardware dealers of the country make no effort at disposing of the normal amount of merchandise during the first two months of the year and in many cases the ordinary amount of advertising is discontinued.

We believe this is a mistake in policy and would

offer the January announcement of Koch Brothers as a remedy for the post-holiday dullness. We call attention to the three paragraphs under the head "More Evidence in Facts" located in the upper left hand corner. We also direct attention to the editorial jots in the lower right hand corner. All of this is good, trade-pulling matter and undoubtedly brings results. Moreover it produces results at a time when the hardware dealer is in the best position to take care of his customers. A policy of this kind tends to make the post-holiday season active rather than dull, to distribute buying over the entire year, equalizing it through the different months. Customers are less liable to be driven away from the store because of overworked clerks and inability to fill orders promptly.

We would place the advertising writer of Koch Brothers on a par with those of the catalogue houses. The announcements are breezy, well arranged; the essential features are well emphasized. There is enough humor and enough sturdy facts. Cuts are used where they should be used and where serious cuts are impossible, humorous cuts are employed.

We take the greatest of pleasure in recommending the two announcements of Koch Brothers as types for hardware retailers to emulate in their announcements to the trade.

Trade Report.

IRON AND STEEL MARKET.

Chicago, February 2.—Despite an absence of heavy orders for pig iron, the market continues strong. Trading during the week was limited to small orders for immediate shipment and to occasional bookings for shipment during the second quarter. The abnormal strength of the market may be attributed to the fact that northern interests disposed of most of their output for the first half of 1906 during the closing weeks of 1905. The southern market is not strong, but concessions are not being made. Four of the largest southern producers are holding firmly to $14.50 for number two foundry. Northern irons are strong at $19.00 furnace or $19.25 to $19.50 Chicago, for number two. That furnace interests consider the prospects in a kindly light, is shown by the fact that the Illinois Steel Company is about to blow in its idle stack at the North works. For the first time in several years both furnaces at this place will be in operation at the same time. It is announced that another furnace will be built at Joliet, the constructive work to be pushed with the greatest speed. This will be utilized in providing pig iron for the company's steel making operations.

An overproduction of forge iron is to be noted. Concessions are being offered in price. Lower quotations on foundry iron are made on off grades. There is a brisk demand for high silicon irons. Iron running at from 1.50 to 2 per cent manganese is quoted at from $15.00 to $15.50, Birmingham. Lake Superior charcoal is strong at $21.00.

The iron bar market is notably weak. During the last few days iron bars have weakened $1.00 a ton and 1.75c was quoted on a recent railroad order. Small lots for quick delivery can be had on the basis of 1.80c. The weak condition of iron bars may be regarded as an anomaly. The depression can be attributed solely to the growing weakness of scrap iron. It is safe to assume that but for the open weather and lack of serious snowfall, both scrap iron and bar iron would now be materially stronger. Specifications on steel bars are heavy and serve to strengthen the market. There is little new business.

Specifications on blue annealed and American Bessemer sheets are quite heavy. The product of the leading producer of these products has been drawn upon for the next eight weeks. New business is not heavy on the part of consumers. It is evident, however, that jobbers' stocks are being filled up because of threatened advances. Galvanized sheets are especially in demand.

For the first time in over six months the merchant steel manufacturers are not troubled with new business. Implement and carriage manufacturers are extremely busy, however, and specifications are heavy. There is also a strenuous demand for prompt shipment. Prices are well maintained.

The old material market continues inactive. Railroad offerings are also light, although the Chicago & North-Western disposed of about two thousand tons recently. Old steel rails have declined 25 cents a ton. Railroad wrought, shafting, dealers' forge and number one cast have also declined from 25 to 50 cents a ton. Stove plate and light cast scrap have declined 50 cents and are now being bought by large consumers from producers and dealers at from $11.50 to $12.00 per net ton.

PIG IRON.

Rogers, Brown & Company will say in their weekly report:

Aside from the current business in which little, if any, change is noticed, the principal interest is manifested in the extent to which the buyers are covered for the second and third quarters. It is conceded that during the next five months, in spite of the tonnage which stands to be delivered during that time, the largest percent of requirements is still to be bought. This is the case with consumers in this territory, and it reflects conditions generally, although there is probably as much difference in conditions in various localities now as can well be at any one time. Some points report inquiry and sales good; others report all quiet.

The long continued mild weather is having a very marked effect, and has made possible the continued activity in structural material, which has passed all precedent and has brought about the tremendous demands made on furnaces by the steel mills.

Certain grades of foundry and charcoal irons are exceedingly scarce, some of the numbers of charcoal being in strong demand with no supply.

A record breaking order for pipe was placed in this territory last week, approximately 85 miles of 18-inch line, weighing in all over 16,000 tons. This, in addition to a smaller order taken by the same company for 50 miles of 8-inch pipe, will have the effect of strengthening pipe prices, which have been somewhat low.

Another reflection of last year's ability to do things is that of the country's coal production. In 1905 the bituminous and anthracite coal output was 367,474,393 tons, an increase of over 15,163,000 tons over 1904. Doubtless the present year will see the output greater than 400,000,000 tons. It is admitted that the output is proceeding at this rate and would have come nearly to this point last year, but owing to car shortage during October and November every state suffered a severe setback.

The manufacture and movement of coke is proceeding at almost record rate, with consequent easing of prices in all districts. For the first time in many years the first of February has seen coke consumers without a multitude of complaints on account of lack of fuel. With such a start, the year should break all records for consumption.

Matthew Addy & Company will say in their weekly report:

Just in the same way the ladies at an afternoon tea say "What lovely weather," so everyone in the iron business from top to bottom is talking about this very remarkable, and from a business point of view, desirable weather. To show the great influence that weather of this kind has on trade, one large building concern engaged in putting up steel structures in the cities of the Middle West lost money heavily during the three winter months last year. During the November, December and January just passed its men have been steadily at work and the months have been highly profitable. This is a single example which might be multiplied many times. But of course the favorable weather is most felt in the fact that railroad traffic is being handled normally and is not subject to the terrible delays and interruptions that marked recent winters. And in America to-day the railroads are the arteries of commerce. Even if we have some severe weather from now on, the season is so far advanced that but little damage is to be anticipated. Of course the mild weather has not blown everybody good, for the coal and coke men have not found trade exactly as in previous years. In fact, the coke situation from the seller's standpoint leaves very much to be desired in the way of prices.

In pig iron there has been only a fair amount of new business during the week. Consumers in the main, steel makers excepted, are supplied with what pig iron will be needed during the next 30 to 60 days. Furnaces are full of orders and are in no shape to sell for anything like quick shipment. Orders for future delivery can be taken care of nicely, but the quantity of spot iron in furnace yards is scarcely worth mentioning, and complaints of slow shipments are numerous. There will undoubtedly be a very smart buying movement earlier in the spring than is usual, and because of the large volume of general trade there is every reason to expect that this buying movement will be one of large proportions, just as was the unprecedented buying movement in the fall.

Prices are steady.

SHEETS.

John McVoy & Co., Chicago, report as follows:

The conditions in the sheet market remain about the same. The mills are still very slow in shipping, and in fact, if anything, are worse. The open winter has enabled the railroad companies to get the cars through promptly, so the shortage is not as great as it otherwise would have been. The mills are asking from eight to ten weeks for shipment.

We quote prices as follows to the ordinary buyers, the large buyers being sometimes able to shade these figures:

Black sheet steel, No. 16 gauge, $2.50; No. 18-20 gauge, $2.55; No. 22-24 gauge, $2.60; No. 26 gauge, $2.65; No. 27 gauge, $2.70; No. 28 gauge, $2.80; No. 29 gauge, $3.

Wood's smooth No. 20 gauge, $2.90; No. 22-23 gauge, $2.96; No. 26 gauge, $3; No. 27 gauge, $3.05; No. 28 gauge, $3.15.

Wellsville polished sheet steel, No. 24 gauge, $4.85; No. 26 gauge, $4.95; No. 27 gauge, $5.05; No. 28 gauge, $5.15.

Galvanized sheets, regular sizes, 14 and 16 gauge, $2.90; 18-20 gauge, $3.15; 22-24 gauge, $3.20; No. 26 gauge, $3.40; No. 27 gauge, $3.60; No. 28 gauge, $3.80; No. 29 gauge, $4.10; No. 30 gauge, $4.60; 36 inch wide on No. 20 and lighter, 20c per 100 pounds advance; on 48 inch wide material, 16 gauge, $3.70; No. 18 gauge, $4; No. 20 gauge, $4.65.

Corrugated, 2½ inch, painted, No. 28 gauge, $2.15 a square. Galvanized corrugated, $3.35 per square.

Sheet copper, 23c base. Warranted ½ and ½ solder, 23½c per pound. Strictly ½ and ½, 23c per pound.

TIN AND TIN PLATES.

Pig tin has declined about .15c during the last week. The New York Metal Exchange on January 30th fixed its settling price at 36.35c for January, 36.20c for February and 36.12½c for March. Local importers and dealers are striving to uphold the schedule and feel that increased strength is possible. A few dealers are holding out for 36.50c, but no purchasers can be found at that figure. Five tons received from Liverpool and five hundred and ninety-five tons from Singapore and Penang raised the receipts during the month of January to four thousand, two hundred and seventy-five tons. Pig tin in car lots is quoted at from 38¼c to 38¾c in Chicago. Small lots are quoted at from 39c to 40c, Chicago.

There is an active demand for tin plate and prices are held firmly by the leading mills on the basis of $3.50, f. o. b. mill, for prompt shipments. In London tin plates are unchanged on a basis of 12s 10½d, f. o. b. Swansea. Chicago jobbers quote as follows, f. o. b. cars:

20x28 80-lb. cokes	$ 7.75
20x28 90-lb. cokes	7.95
20x28 100-lb. cokes	8.20
20x28 107-lb. cokes	8.70
20x28 1X cokes	10.70
20x28 2X cokes	12.20
American "A" charcoal IC	9.45
American "A" charcoal 1X	12.20
Additional Xs, each, $2.	
Melyn grade charcoal, IC	12.20
Melyn grade charcoal, 1X	14.20
Additional Xs, charcoal, $2.	
IC 20x28 100-lb. ternes (seconds)	7.05
IC 20x28 200-lb. primes	7.95
IC 20x28 214-lb	8.20
IX 20x28	10.95

COPPER.

Prices on copper are unchanged, the New York market being extremely strong. Electrical manufacturers bought heavily of electrolytic during the past week, the prices averaging about 18½c per pound. Prompt deliveries of lake copper brought a similar figure. Shipments from New York during the first twenty-eight days of January netted almost fourteen thousand tons. All classes of consumers, both in Europe and America, report unusual activity in demand for finished products. It is generally expected that melting of copper will continue at a high rate for many months. In Chicago casting copper is quoted at from 18¾c to 19¼c. Lake copper is quoted at from 19½c to 19¾c.

Chicago jobbers are holding firmly to the old schedule on brass products and the market is strong. Copper is scarce and supplies are being guarded. Sheet brass is now quoted with a discount of 12½ per cent. Brass rod is quoted at 15 and 5 per cent, brazed tubing at 25 per cent and sheet copper at 22c net base. The discount on wire brass is 12½ per cent.

OTHER METALS.

Prices on pig lead are firmly maintained, but there seems to be little new business. Leading producers in the Joplin district continue to hold prices on nearby shipments of the desilverized grade at 5.60c. Common brands of soft Missouri lead are meeting with slight concessions in St. Louis. Prices in that center have been lowered five points to 5.55c. On fifty-ton lots the American Smelting & Refining Company quotes prices, Chicago, at 5.55c for desilverized and 5.65c for corroding. Carload lots are 2½c higher per hundredweight

All the leading producers of sheet zinc are holding to a base price of $8.00 per one hundred pounds, f. o. b., smelter, subject to the regular extras for odd sizes. The market is quite strong and the demand good.

The market for refined spelter is dull and weak. Prices have been lowered and prompt deliveries can now be had at from 6¾c to 7c for car lots.

There is a brisk demand for old metal. We quote prices as follows:

Copper wire, 15½c; heavy copper, 15¼c; copper bottoms, 14¾c; copper clips, 15¼c; red brass, 14½c; red brass borings, 12¼c; yellow brass, heavy, 11¼c; yellow brass borings, 9¾c; light brass, 8½c; lead pipe, 5c; tea lead, 4¾c; zinc, 5c; pewter, No. 1, 24c; tin foil, 29c; block tin pipe, 27½c.

CHICAGO HARDWARE MARKET.

The trade in spring lines of hardware has now fairly begun. Jobbers in the East and West alike are placing large orders for lawn mowers, ice cream freezers, poultry netting, wire cloth, screen doors, screen windows and, in fact, all of the usual accessories of spring and warm weather. Prices are being well maintained by manufacturers on all of these products except wire cloth. In staple lines, the demand for immediate and prompt deliveries is unusually active and leading jobbers generally report a volume of business far in excess of that booked in the corresponding time last year. For nearby and forward deliveries, the buying is also moderately brisk, showing that jobbers and retailers are confident about the continuance of prosperity.

Because of the keen competition which is being indulged in by the leading manufacturers and jobbers in wire cloth, the average price now prevailing in this line is lower than in many years. Many manufacturers in the Chicago market are selling their output of painted wire cloth on the basis of 90c per 100 square feet, although the wire used in the manufacture of this product costs 6¼c per pound and about 10 pounds are required to make 100 square feet of cloth. The cost of oils, turpentine and other constituents has also increased from 15 to 20 per cent. It is expected, however, that manufacturers and dealers will soon come to some amicable agreement to support the market at a higher level so that moderate profits may be secured.

Considerable new business is booked every week for all wire materials. The present demand exceeds all previous records for this period of the year, smooth wire being especially active. The open weather has induced many farmers to provide for their wants earlier than usual, and consequently jobbers' stocks are very low. The pressure for deliveries is strong, and it is literally true that the entire output of mills goes into immediate consumption.

The continuation of mild weather has enabled contractors to keep up building operations and, as a result, the demand for builders' hardware is very active at a time of the year when business in this line is usually reduced to the minimum. Because of the mild weather, however, the trade in winter goods has almost ceased, but this loss is more than compensated for by the increase in the demand for staple and spring lines.

Current Hardware and Metal Prices.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly.

METALS.

FIRST QUALITY BRIGHT PLATES.

			Per Box
IC	14x14		$10 50
IC	14x20		7 15
IX	14x20		8 40
IXX	14x20		9 60
IXXX	14x20		11 85
IXXXX	14x20		13 10
IC	20x28		14 50
IX	20x28		16 50
IXX	20x28		18 90
IXXX	20x28		21 30
IXXXX	20x28		23 70
			5

COKE PLATES.

Cokes, 180 lbs	IC	20x28	$9 00
Cokes, 200 lbs	IC	20x28	9 35
Cokes, 216 lbs	IC	20x28	9 75
Cokes 216 lbs	IX	20x28	11 70

PIG IRON.

Lake Sup. Charcoal	$20 50@$21 00
North'n Coke Fdy., No. 1	19 75@ 20 00
North'n Coke Fdy., No. 2	19 25@ 19 50
North'n Coke Fdy., No. 3	18 75@ 19 00
Northern Scotch, No. 1.	20 00@ 20 50
Ohio Strong Softeners, No. 1	20 30@ 20 80
Ohio Strong Softeners, No. 2	19 80@ 20 30
Southern Silvery, 4 to 6 per cent Silicon	19 15@ 19 40
Southern Coke, No. 1	18 40@ 18 65
Southern Coke, No. 2	17 90@ 18 15
Southern Coke, No. 3	17 40@ 17 90
Southern Coke, No. 4	17 15@ 17 40
Southern Coke, No. 1, Soft	18 40@ 18 65
Southern Coke, No. 2, Soft	17 90@ 18 15
Southern Gray Forge	16 40@ 16 65
Southern Mottled and White	16 15@ 16 40
Malleable Bessemer	20 00
Jackson Co. & Ky. Silvery 8% Silicon	22 30
Jackson Co. & Ky. Silvery 10% Silicon	23 30@ 24 30
Alabama Basic	18 65@ 18 90

BLACK SHEET STEEL.

No. 16	per 100 lbs.	$2 55
No. 18-20	per 100 lbs.	2 60
No. 23-24	per 100 lbs.	2 65
No. 25-26	per 100 lbs.	2 70
No. 27	per 100 lbs.	2 75
No. 28	per 100 lbs.	2 85
No. 29	per 100 lbs.	3 05

POLISHED SHEET STEEL.

No. 24	per 100 lbs.	$4 60
No. 26	per 100 lbs.	4 70
No. 27	per 100 lbs.	4 80
No. 28	per 100 lbs.	4 90

SMOOTH STEEL.

Wood's Smooth,	No. 20	$2 90
" "	No. 22-24	2 95
" "	No. 25-26	3 00
" "	No. 27	3 05
" "	No. 28	3 15

PATENT PLANISHED SHEET STEEL.

Patent Planished Sheet Steel.
"A" $10 20, "B" $9 20
Dickey Planished Sheet Steel....8½c

GALVANIZED IRON.

Regular Sizes.

No. 16, per 100 lbs.	$3 20
Nos. 18 & 20, per 100 lbs	3 35
Nos. 23 & 24, per 100 lbs	3 50
No. 26, per 100 lbs	3 70
No. 27, per 100 lbs	3 90
No. 28, per 100 lbs	4 10
No. 30, per 100 lbs	5 00
Nos. 22 & 24 x 36 in., per 100 lbs	3 70
No. 26 x 36 in., per 100 lbs	3 90
No. 27 x 36 in., per 100 lbs	4 10
No. 28 x 36 in., per 100 lbs	4 30

SOLDER.

XXX Guaranteed ½ & ½	per lb. 20¼c
Commercial ⅓ & ½	per lb. 19c
No. 1 Plumbers	17¼c

SHEET ZINC.

600 lb. Casks	case, per cwt.	0 90
300 lb. Casks	per cwt.	7 95
Sheets	per cwt.	7 70

COPPER.

Copper....base, 21c

TIN PIGS AND BARS.

Banca, pigs, per lb	35@35½c
Straits, pigs, per lb	35c
Straits in bars, per lb	37c

LEAD.

American Pig	$4 60@$4 62½
Bar	6½c
National (White) brands (in less than 100 lb. lots), per lb	7½c
Sheet.	
Full coils	per 100 lbs. $7 00
Cut coils	per 100 lbs. 7 25

HARDWARE.

ADZES.

Carpenters'.	
Ajax	35&15%
Blood's	40&2½%
Coopers'.	
Barton's	20%
White's	15%
Ship.	
Ajax	33⅓%
Blood's	37½%
White's	12½%

AMMUNITION.

Caps, Percussion—per 1,000.	
F. L. Waterproof, 1-10s	40c
G. D.	35c
Eley's	52c
Cartridges.	
Peters Rim Fire Ctgs	50&3%
Peters Cent Fire, Pistol and Rifle	25&3%
Peters Cent Fire, Military and Sporting Ctgs	15&8%
Peters Blank Ctgs. 22 cal	$1 24
Peters Blank Ctgs. 32 cal. C. F.	4 60
Peters BB Caps, Round ball	1 50
Peters BB Caps, Conical ball	1 95
Winchester Cent. Fire, Military and Sporting Ctgs	15&8%
Primers.	
Berdan Primers	$1 00
Peters Primers	20%
Winchester Primers	20%
Shells.	
Peters Empty Paper Shells, 10 and 12 gauge. League	25&2%
Peters Empty Paper Shells, 16 gauge. League	30&2%
Ideal Empty	25&7%
Peters Target and High Gun Smokeless	40&6%
Peters Premier and Ideal Smokeless	40, 10, & 10%
Peters Loaded Shells, League	40%
Peters Referee Semi-Smokeless	40&2½%
Winchester Blue Rivals	33⅓ &
Winchester Yellow Rivals	11%
Winchester Repeater	40&5%
Winchester Leader	40-10&10%
Winchester Loaded Shells, Black Powder	33⅓ & 11%
Gun Wads—per 1,000.	
Peters Gun Wads	18%

Powder.			Each
King's Smokeless,	kegs		$11 30
"	"	½ kegs	5 80
"	"	¼ kegs	2 97
"	"	1-lb. cans	51
"	"	1-lb. " rifle	70
Dupont's	"	50-lb. drum	22 45
"	"	25-lb. kegs	11 35
"	"	12½-lb. kegs	5 80
"	"	6¼-lb. kegs	2 97
"	"	1-lb. cans	51

Shot.

Drop shot, sizes smaller than B, 25-lb. bags, per bag	$1 65
Drop shot, B and larger sizes, 25-lb. bags, per bag	1 90
Buck Shot, 25-lb. bags, per bag	1 90
Chilled Shot, 25-lb. bags, "	1 90

ANCHORS.

Expansion Screw Anchors....10%

ANVILS.

Trenton, 70 to 80 lbs	9¾c per lb
Trenton, 81 to 150 lbs	9¼c per lb

ASBESTOS.

Board and Paper....33⅓%

AUGERS.

Boring Machine	60&10&5%
Irwin's	40&10%
Carpenters' Nut	60&10&5%
Hollow.	
Bonney's—list $30.00	75&5%
Stearn's, No. 3 "	33 50
Post Hole.	
Digwell, 8-inch per doz.	12 50
Iwan's Post Hole and Well	40&5%
Iwan's Vaughan pattern, 4 to 9-in., per doz.	6 00
Rafting.	
Snell's	50&5%
Ship.	
Ford's, with or without screw	40-5%
Snell's, " " "	40-5%

AWLS.

Brad.		
Handled	per doz.	$0 28
Shouldered, assorted, 1 to 4,	per gro.	95
Patent asst'd, 1 to 4	"	90
Harness.		
Common	"	1 10
Patent	"	90
Peg.		
Shouldered	"	95
Patent	"	40
Scratch.		
No. 2, handled	"	4 80
No. 1, socket handled	per doz.	1 15
No. 20 Hurwood	"	2 00
Sewing.		
Common	per gro.	90
Patent	"	90

AXES.

Boy's Handled.		
Camp Fire, 3 lb	per doz.	$6 25
" " 4 lb., freighters',	per doz.	7 85
Cast Steel, good grade,	"	6 25
Pioneer	"	6 75
Broad.		
Peerless		40-10&5%
Red Warrior	per doz.	$22 50
Firemen's (handled)	"	13 00
Single Bitted (handled).		
Gladstone, 3 to 4 lbs.,	per doz.	$10 75
Hunt's	" " "	9 00
Lippincott's	" " "	9 00
Mann's	" " "	9 00
Pioneer	" " "	9 75
Valley Forge	" " "	9 00
Maricopa	" " "	7 50
Single Bitted (without handles).		
Gladstone,	per doz. 3 to 4 lbs.	$8 50
Hunt's	" "	7 00
Lippincott's	" "	6 75
Mann's	" "	9 50
Pioneer	" "	9 50
Valley Forge	" "	6 75
Maricopa	" "	6 50
Double Bitted (without handles).		
Lippincott's, 3 to 4 lbs.	per doz.	$9 25
Mann's	" "	9 50
Pioneer	"	9 25
Valley Forge	" "	9 25

The above prices on axes of 3 to 4 lbs. are the base prices.
3½ to 4½ lbs. advance 25c.
4 to 5 lbs. advance 50c.
4½ to 5½ lbs. advance 75c.

BAGS, PAPER NAIL.

Pounds	10	16	20	25
Per 1,000	$3.00	4.50	5.50	6.00

BALANCES, SPRING.

Frary's	50%
Pelouze	30%

BARS, CROW.

Pinch or Wedge Point....cwt. $2 95

BASKETS.

Clothes.		
Small Willow	per doz.	$5 75
Medium "	"	6 50
Large "	"	7 25
Galvanized Iron.	½ bu.	1 bu.	1½ bu.
Per doz.	$4 00	5 50	7 00

BEATERS.

Carpet.		
Rattan	per doz.	$2 40
Raymond's Steel Wire	"	80
Woven Wire, No. 4	"	1 10
Egg.		Per doz.
No. 60 Imp. Dover		$0 60
No. 75 " "		65
No. 100 " "		75
No. 102 " " tinned		85
No. 150 " " hotel		1 50
No. 152 " " hotel tin'd.		1 75
No. 200 " "		80
No. 202 " " tinned		90
		Each
No. 300 " " mammoth		2 50

BELLOWS.

Blacksmiths'		70%
Hand.		
8 inch	per doz.	$6 84
10 inch	"	8 40
Molders'.		
12 inch	"	13 00

BELLS.

Call.		
2¾ in. nickeled bell	per doz.	$1 80
2¾ in. " brass bell	"	3 60
3 in. " " " "		7 50
3 in. " silver alloy bell	per doz.	17 00
4½ in. nickeled brass bell and base	per doz.	14 50
Cow.		
Ordinary Goods		70&5%
High Grade		60&10%
Jersey		70&10%
Door.		
Bigelow Automatic	per doz.	$9 50
Rotary.		
3 in. bronzed iron bell	"	5 25
3 in. nickeled " "	"	7 50
3½ in. " " "	"	9 00
Hand.		
Hand Bells, polished		60@60&10%
White Metal		50%
Nickel Plated		40%
Swiss		60&5%
Silver Chime		33⅓%
Miscellaneous.		
Church and School, steel alloy		70, 10&5%
Farm, lbs.	40 50 75 100	
Each	$1.10 1.30 1.85 2.62	

BEVELS, TEE.

Stanley's, rosewood handle, new list	40&5%
Stanley's iron handle	40&5%

BINDING, OILCLOTH.

Zinc	75&10%
Brass	72½%
Brass Plated	75&10%

BITS.

Auger.	
Extra Double Spur	70&10%
Ford's Car and Machine	40&10%
Ford's	40&5%
Ford's Ship	40&5%
Irwin	50&5%
New Jenning's	50, 10&10%
Russell Jenning's	25&10%
Clark's Expansive	60%
Steer's " Small list, $22.00	30%
" Large " $36.00	30%
Irwin Car	45%
Snell's Car	60&5%
" Ship	40&5%
Ford's " Auger pattern Car	40&5%
Center	40&10%
Countersink.	
Wheeler's	per doz. $1 30
American Snail head.	" 70
" Rose "	" 80
" Flat	" 70
Buck Bros.' Flat	" 2 65
German	" 70
Dowel.	
New Jennings	40&10%
Gimlet.	
Standard Double Cut	50&5@50&10%
German Pattern	per doz. $0 48
Gouge	" 80
Spoon	" 80
Countersink	" 1 30
Reamer.	
Buck Bros.' ¼ Round	" 2 75
" " Square	" 2 50
Standard ¼ Round	" 75
" Square	" 75
German Octagon	" 75
Screw Driver.	
Round Shank	" [illegible]

Round Shank, extra..
quality ..... " 1 40
Square Shank ..... " 1 10

BLACKING, STOVE. (See Polish)

BLADES, SAW.

Butchers'.
Standard ⅞ & 1⅛ in.....60&5%
Clock Spring.....60&5%
Star 15%

Hack.
Disston's .....25&5%
Griffin's.....35&5%
Star 15%

Wood.
Jackson's .....per doz. $2 25
Disston's—No. 6, 16, 26 & 045.. 4 25
No. 11 ..... 6 40
W. M. & Co.'s No. 20..per doz. 5 50

BLOCKS.

Snatch.
Wooden .....55&10%
Steel .....40&10%

Tackle.
Wooden .....70&5%
Steel .....50, 10&5%

BOARDS.

Stove.....40%

Wash.
Globe .....per doz. $2 55
Banner..... " 2 90
Crystal Glass..... " 3 40
Brass King..... " 3 40
Nickel Plate ..... " 3 40
Enamel King..... " 3 40

BOBS, PLUMB.

Carpenters'.
8½ oz. iron.....per doz. $0 65
1½ lb. " ..... " 1 60
2¾ lb. " ..... " 1 80
13 oz. lead ..... " 3 00
6½ oz. brass..... " 3 30

BOLTS.

Carriage, Machine, Etc.
Carriage ⅜x6 and sizes smaller and shorter.....75&5%
Carriage, sizes larger and longer than ⅜x6 .....70&5%
Machine, ⅜x4 and sizes smaller and shorter.....75&5%
Machine, sizes larger and longer than ⅜x12.....70&5%
Machine, longer and larger than ⅜x12.....70%
Elevator.....50-10&5%
Plow.....60&10%
Stove .....80&10%
Tire .....75&10%
Wagon Box Strap .....70&10%

Mortise Door.
Gem.....50&10%
Ives'.....50&10%

Barrel.
Cast 50%
Wrought .....50&5%
" Bronzed.....75&5%

Flush.
Wrought, B K .....40&5%

Spring.
Wrought .....75&10%
" Brass .....75&10%

Square.
Cast.....40%
Wrought .....60-10&10%

Tire.....72&1½%

BORERS.

Angular.
Miller's Falls..... per doz. $13 75

Bung.
Common ring with handle.
Inches..... 1½ 1¾ 2
Per doz..... $6.25 7.25 8.50

Enterprise Mfg. Co., No. 1 List $1.50; No. 2, $2 00 each..25, 10 & 2½%

BOXES.

Mail, No..... 5 10 20
Per doz..... $3.50 10.50 13.00

Miter.
New Langdon.....15&5%
Olmsted's 10%
Stanley's.....30%
Seavey's .....each $1 50

BRACES.

Barber's .....50&10&10@60&10%
Fray's Genuine Spofford's 60%
..Fray's No. 70 to 120, 81 to 123, 207 to 414.....60%
C. E. Jennings & Co.....50&5%
Mayhew's Ratchet 60%
Mayhew's Quick Action Hay Pat. 50%
Miller's Falls Drill Braces. 25%

BRACKETS.

Hay-Rack.
Wenzelmann's No. 1 per doz. $9 75
" No. 2 " 10 50

Shelf.
Cast Iron, Japanned.....50, 10, 5%
Griffin Wrought Steel ...70-10&2½%
Wire .....80, 10&5%

BROILERS.

Wire.....70&10%
Crown, Self-Basting, No. 80. doz. $2 16

BUCKETS.

Pump Rubber.
Wychoff.....per gr. $4 75
Cooper..... " 4 75
Champion ..... " 7 50
Victor ..... " 9 25
Star..... " 5 00
IXL..... " 6 75

Well.
Galv'd Qts..... 10 12 14
Per doz..... $2.90 $3.25 $3.40
Wooden, top ear, plain, per doz 3 75
" " swivel " 4 85
" side-strap, plain " 3 85
" " swivel " 4 95

BUCKS, SAW.

Folding .....per doz. $2 10

BURRS, RIVETING.

Copper Burrs only.....35-10&5%
Tinners' Iron Burrs only.....70%

BUTTS.

Cast Iron.....65-10&5%
Wrought Brass.....15%
Wrought Steel Bright.
Griffin.....75-10&10%
Griffin.....75-10-10&10%
Griffin .....85-10&7½%
Wrought Steel, Japanned.
Nos. 731 and 727.....70-10-10&10%

CALIPERS.

Double .....60&12½%
Inside and Outside.....60&5%
Wing.....60-10&10%

CALKS.

Logger's Boot.
(Lufkin R. Co.'s), per M.....$3 75

Toe.
Shoenberger.....per lb 5 c
Bessemer ..... " 4½c
American ..... " 7 c
Swedes..... " 8½c

CANS.

Cheese Factory Can Stock.
Ontario Pattern.
Gallons.. 15 20 30 40
Per set.. $2.85 $3.05 $3.25 $4.40

Milk.
Holstein (formerly Elgin Pat'n).
Nos..... 300 301 302
Gals..... 5 8 10
Price each..... $1 30 $1.65 $1.85
Gem Pat'n (formerly Iowa Pa'n).
Nos..... 400 401 402
Gals..... 5 8 10
Price..... $1.25 $1.60 $1.70
Omega Pat'n (formerly New Elgin).
Nos..... E-2 E-3
Gals..... 8 10
Price..... $1.70 $1.90
Champion Pat'n (form'ly N. York).
Nos 1001 1003 1004
Gals..... 5 8 10
Price..... $1.50 $1 90 $2.00
Hereford Pat'n (formerly Omaha).
Nos..... 600 601 602
Gals..... 5 8 10
Price..... $1,25 $1.55 $1 65
Alderney (formerly Chicago).
Nos 200 201 202
Gals..... 5 8 10
Price..... $1.35 $1.70 $1.90
Burn Pattern.
Nos..... 700 701
Gals 8 10
Price $1,75 $2.00

CAN OPENERS.

See Openers.

CAPS, GUN.

See Ammunition.

CARPET STRETCHERS.

See Stretchers.

CARRIERS.

Hay.
Myers' Imperial,.....each $3 50
" Clover Leaf..... " 3 65

CARTRIDGES.

See Ammunition.

CASTERS.

Acme—Ball Bearing.....33⅓%
Bed.....60&5%
Common Plate.
Brass Wheel.....60&10%
Iron and porcelain wheels, new list. .....60&5%
Philadelphia Plate, new list..65&10%
Martin's.....50-10&5%
Payson's.....70&10%
Tucker's, Wood & Iron Wheel.25&5%
" Rubber Wheel.....15%

CATCHERS, GRASS.

Rieder's No. 1.. .....per doz. $5 75
Eureka ..... " 4 25
Ideal No. 4..... " 10 50

CHAIN AND CHAINS.

Breast Chains.
Doubleslack .....doz. pairs $5 75
With Covert snaps. " 5 00
With slide..... " 3 25
Without slide..... " 2 85

Bright Ox Chains.
⅜ in. $7.25; ½ in. $5.45 per 100 lbs.

Cable Coil Chain.
Inch..... 5/16 ¼ 3/16 ⅛
Per 100 lbs.. $0.30 $6.50 $5.40 $4.60
Inch..... 7/16 ⅜ ⅜ ¼
Per 100 lbs.. $4.40 $4.30 $4.15 $4.05
Inch..... ¾ 1 1¼
Per 100 lbs.. $4.00 $4.00 $4.10

Cable Log Chain.
Advance 35c per 100 lb. on Cable Coil

Cow Tie Chains.
American 2 toggle.....50&5%
" toggle and snap...50&5%
" open & closed ring, 50&5%

Halter Chains.
American, new list.....33⅓%
German.....60-10&5%

Niagara, new list.....40&5
Triumph, " 30%

Picture Chains.
Light Brass, 3 ft.....per doz. 63c
Heavy Brass, 3 ft..... " 75c

Pump Chain.
Galvanized, per 100 lbs.....$5 25

Safety Chain.
Brass.....60&10%

Special Steel Loading Chain.
Inch ..... ¼ 5/16 3/8
Per 100 lbs... $16.00 $13.50 $12.50

Stretcher Chains.
5/16 in. $8.50; ⅜ in. $7.75 per 100 lbs.

Tie-Out Chains.
Brown's .....70&10%

Trace Chains.
Western Standard.
6½— 6-2..... ...per pair 30c
6½— 8-2..... " 34c
6½— 8-3..... " 33c
6½—10-2..... " 36c
7 — 8-2..... " 35c
7 —10-2..... " 42c
7 —10-1 ..... " 48c
7 —10-0..... " 60c
Add 2c per pair for Hooks.
Add 2c " for Twist Link.

Wagon Stay Chains.
Inch..... ¼ 5/16 ⅜
Per 100 lbs... $6.50 $6.00 $5.50

CHALK, CARPENTERS'.

Blue.....per gross 55c
Red..... " 48c
White..... " 38c
Common White Sch'l Crayon..... " 5½c

CHARCOAL.

In barrels.....per bu. 22c

CHECKS, DOOR.

Blunt 30%
Blum-Jap'd, $6.25; Brzd., doz....$7.00
Columbia.....50, 10&5%

CHIMNEY TOPS.

Iwan's Volcano.....50%

CHISELS.

Box,
Inches..... 10 12 14
Round, per doz. $2.10 $2.25 $2.75
Flat " 2.85 3.00 4.20

Cold.
Good quality.....per lb 10@19c

Socket, Framing and Firmer.
Barton's.....20%
For beveled back, add per doz..60c

Tanged, Firmer.
With handles, add per doz.....60c

Choppers, Enterprise Meat.
No. 12..... $2 10
No. 22..... 3 40

CHUCKS, DRILL.

Goodell's, for Goodell's Screw Drivers.....per doz. $6 25
Yankee, for Yankee Screw Drivers..... 5 00

CHURNS.

Anti-Bent Wood, Gal.. 5 7 10
Each.....$3.90 $4.15 $4.40
Belle, Barrel. 70%
Common Dash, Gal.. 4 5 6
Per doz.....$7.75 $8.50 $10.50
Hero.....70%
Union, Gal..... 5 7 10
Each..... $3.65 $3.90 $4.75

CLAMPS.

Adjustable.
Martin's.....30%

Carpenters'
Steel Bar.....25%

Hose.
Sherman's, brass, ¾ in., per doz..33c
Double, brass, ¾ in., " 65c

Saw Filers.
Disston's list, $30.75.....30%
Stearn's, No. 0, $7 50; No. 1, $11.50; No. 3, $5.50 doz.
Wentworth's.....40%

CLAWS, TACK.

Cast, wood hdle.....per doz. 45@60c
Forged steel, wood hdle " $0.80
Solid Steel..... " 1.00
Giant..... " .90

CLEANERS.

Drain.
Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Pot.
Wire..... per doz. $0.50

Side-walk.
Steel..... per doz. $3.25
XLCR.....65&5%

CLEAVERS.

Family.
Ajax, Ia..... 6 7 8
Per doz..... $5.50 $5.75 $6.25

CLEVISES.

Malleable ....per lb 3½c

CLIPPERS.

Bolt.....$1.90@$4.75

CLIPS.

Axle.....65&5%

Damper.
Standard.....per doz. 65c
Troy..... " 38c

Hame..... " 20c

CLOTH.

Emery.
Ajax..... 50&10%
B. & A.....50%

Hardware Wire—full rolls (100 ft.)
2 to 8 mesh black, per 100 sq. ft..$1 80
9 to 12 " " " " 2 15
2 to 8 " galv. " " 2 70
7 and 8 " " " " 4 25

Screen Wire.
12 mesh, painted, per 100 sq. ft..$1 25
14 " " " " 1 80

COCKS AND FAUCETS.

Compression Plain Bibbs...60-10-2½%
Lever Bibb Cocks.....70%
Compression Hose Bibbs.....60-10%
Telegraph Faucets (new list)...50-5%
Racking Cocks (new list).....70-5%
Compression Lock C'ks(n'w list)..70%
No. 65 Brass Liquor Cocks, doz.. $9.15
Andrew's Brass Faucets 70%
Angle Plug Faucets, per doz....$0.85
Milk Can Faucets, per doz...$2.60-4.20
Petroleum Faucets (new list)....70%

COLLARS, STOVE PIPE.

Inches..... 5 6 7
Plain Tin....per gro. $1.60 $2.00 $3.00
Japanned Tin " 3.00 3.00 4.25
Lacquered Brass " 2.40 2.60 3.60

COMBS, CURRY.

Nos ... 000 20 321 330 417 416
Per doz. $0.32 .80 .90 .95 .80 1.00
Nos 531 533 530 535 545 390
Per doz. $0.96 1.20 1.10 1.85 1.40 1.30

COMPASSES.

Carpenters'.....70%
Pencil—Faber's.....per doz. $1.00

COPPER—See Metals.

COPPERS.

Soldering.
1 lb.....per lb 28c
1½ lb.....28c 2 lb.... " 25c
3 lb and larger..... " 23c

CORD.

Picture.
White Wire .....80-10&5%

Sash.
Baltic Braided Flax.....per lb 20c
Silver Lake, white 7-32 in. " 29c
" " " 8-32 in. " 32c

CORKSCREWS.

Humason & Beckley.....33⅓%
Walker's.....33⅓%
Williamson's Regular..... 50%
Williamson's Forged Worm.....50%

COTTERS, SPRING.

All sizes—new list.....90&10%

COUNTERSINK.

Buck Bros. Flat.....per doz. $2 65

COUPLINGS, HOSE.

Brass.....per doz. $1.00
Brass Plated..... " .85

COVERS, WAGON—See Tents.

CRADLES, GRAIN.

Morgan's Grapevine...per doz. $22.75

CRAYONS—See Chalk.

CROW BARS.

Pinch or Wedge Point, per 100 lbs. $3.00

CUTTERS.

Glass.
Red Devil ..... 45¢
Smith & Hemenway Co. ..... 50¢
Woodward ..... 40¢
Meat.
Enterprise Nos. 5, 10, 12, 22, 32 and 42 ..... 25¢
No. 100, list, $18.00 ..... 40&10¢
Nos. 2 and 4 ..... 25¢
Universal... Nos. 1 2 3
Per doz. $10.50 $12.50 $17.00
Smith & Hemenway Co ..... 25¢
Pipe.
Stanwoods... No. 1 2 3
Each $0.85 $1.50 $4.00
Slaw and Crout.
3-knife Crout ..... per doz. $9 75
1-knife Slaw ..... " 1 65
2-knife " ..... " 2 25
Washer ..... " 7 75

DAMPERS, STOVE PIPE.

Standard ..... 50&10¢
American ..... 45&10¢

DIES, STOCKS AND

Discount ..... 40&5¢

DIGGERS.

Post Hole.
Acme ..... per doz. $8 75
Atlas ..... " 8 25
Eagle ..... " 5 75
Eureka ..... " 6 25
Hercules ..... " 9 75
Iwan's Split Handle.. " 7 00
Iwan's Perfection ..... " 7 75
Iwan's Hercules pattern " 9 00
Ryan's ..... " 17 00
See also Augers—Post Hole.

DOOR CHECKS—See Door.

DOORS, SCREEN.

⅞ in. 4-panel painted, per doz. $6 85
1⅛ in. " " " 7 50
1⅛ in. 3-panel natural pine, fancy ..... per doz. 11 50

DOOR HANGERS—See Hangers.

DRILLS.

Bit Stock ..... 60¢ & 65&5¢
Blacksmith's Twist ..... 60¢
Breast.
Common ..... each, $2 25
Millers Falls ..... " 2 10
Hand
Goodell's Automatic.
Nos. 01 02 3 20
Per doz.. $7.75 $12.50 $14.25 $11 00
Goodell's Single Gear per doz. 15 75
Millers' Falls " " " 12 75
" " Double " " 15 25
Reciprocating.
Goodell's ..... per doz. $16 50
Bit Stock.
Standard List... 60&5¢@60¢@10¢

DRIVERS, SCREW.

Hurwood ..... 40-10&10¢
Standard ..... 65&10¢
Ajax ..... 70&5¢
Champion ..... 45¢
" Pattern ..... 60, 10&5¢
Clark's Interchangeable ..... 30¢
Edison ..... 60¢
Reed's Lightning ..... 45&5¢
Goodell's Spiral ..... 50, 10, 5&2½¢
Yankee Ratchet ..... 50¢
" " Spiral ..... 50&10¢
Smith & Hemenway Co. ..... 40&5¢

EAVE TROUGH. GALVANIZED.

Territory.	L. C. L.
Eastern	80&5¢
Central	75&10&10¢
Southern	75&12½¢
Western	75&12½¢
S. Western	75&5¢

Terms, 2¢ for cash. Factory shipments generally delivered.

See also conductor pipe and elbows.

EGG BEATERS—See Beaters.

ELBOWS.

Adjustable Stove.
Inches 5 6 7
Smooth, per doz. $0.70 $0.75 $1.10
Plain'd " 1.80 2.00 2.65
Corrugated Conductor.
5-inch, Steel ..... each 60c; iron, 90c
6 " " ..... " 72c; " $1.35
75¢ discount to dealers on 2-inch' 3-inch and 4-inch plain, round and round corrugated elbows.
Corrugated Stove.
Inches 5 6 7
Smooth, per doz. $0.70 $0.80 $1.30
Pol'd " 1.30 1.40 2.10
Plain'd " 2.00 2.20 3.00
Four-Piece Stove.
Inches 5 6 7
Smooth. per doz. $0.40 $0.52 $0.80
Pol'd " .80 1.00 1.20
Plain'd " 1.20 1.40 2.40

EMERY CLOTH—See Cloth.

EMERY, TURKISH.

Size ..... 5-lb. pkgs. ½ kegs, kegs
No. 60 to 150, per lb. 6c 4c 4c
Flour ..... " 5c 3c 3c

ENAMEL, IRON.

English, ½-pt. cans ..... per doz. $1 50
Nubian " " ..... " 1 80
Peerless 1 50

EXTRACTORS, PIG.

See Forcips, Pig.

EYES.

Bright Wire Screw—See Goods, B. W.
Drifting Pick ..... 60, 10&5¢
Hooks and—
Brass ..... 55¢
Iron ..... 65&5¢

FASTENERS, STORM SASH

Schroeder's ..... per doz. 1 40
Sensible ..... " 1 15

FAUCETS—See Cocks.

FILES AND RASPS.

Black Diamond ..... 70&10¢
Disston's ..... 75&10¢

FLUE STOPPERS—See Stoppers.

FORCEPS, PIG.

Superior ..... per doz. $4 75
Whisson's Imp ..... " 5 25

FORKS.

These goods are sold net this year.
Barley.
Steel ..... 90&2½¢
Wood, 4 tines, per doz. $3.25
Coal, Coke, Cottonseed ..... 60¢
Hay,
Diamond, 2 tine ..... 60&10¢
" 3 " ..... 70¢
" 4 " ..... 50¢
Golden Eagle, 3 tine ..... 75¢
" " 4 " ..... 80¢
Digging ..... 70&10¢
Scoop ..... 50¢
Header.
Diamond, 3 tine ..... 66⅔&5¢
" 4 " ..... 65&10¢
Manure.
Diamond, 4 tine ..... 70&10¢
Golden Eagle ..... 90¢
Ore ..... 40¢
Spading.
Diamond ..... 50&10¢
Golden Eagle ..... 80, 10&5¢

FRAMES.

Hack Saw.
Crown ..... per doz. $6 25
Miller's Falls ..... " 10 20
Star ..... " 2 85

FREEZERS, ICE CREAM.

Arctic.
Qts. 1 2 3 4 6
Each $1.10 1.30 1.50 1.80 2.30
Qts. 8 10 12 15
Each $2.95 3.80 4.50 5.20
White Mountain.
20 qt., New Platform... each $19 10
25 qt., " " " 22 60
25 qt., Sampson Power. " 43 50
40 qt., " " " 58 25

GAUGES.

Butt and Rabbet,
Stanley R. & L. Co.'s... 20&10&2½¢
Cream Pail.
Fairmont ..... per doz. $3 75
Marking, Mortise, etc. .....
..... 50&10¢@50&10&5¢
Saw.
Atkin's, single, 55c; dbl. 80c per doz
Wire.
Disston's ..... 25¢

GIMLETS.

Discount ..... 35@40¢

GLASS, WINDOW.

First two brackets ..... 98&15¢
Above " " ..... 90¢

GLASSES, LEVEL.

Stanley R. & L. Co. ..... 50&5¢

GLUE.

Bulk.
B Amber ..... per lb. 11 c
A White ..... " 13½c
H. S. Amber ..... " 15½c
Liquid.
Eagle ..... 40¢
Le Page's—
List "A" ..... 37½¢
List "B" ..... 33⅓¢
List "C" ..... 25¢

GOODS.

Bright Wire ..... 95&20¢

GREASE, AXLE.

Wood Boxes.
Diamond ..... per gro. $5 50
Frazer's 9 50
Hub Lightning 5 25
Paragon 6 75
Wood Pails.
Frazer's, 15 lb. 80c; 25 lb. $1.30 each
Hub Lightning, 15 lb. 55c; 25 lb. 70c each.
Tin Cans.
Chamellene Graphite.
1 lb. per gross $9 50
3 lb. per gross 25 00
5 lb. per gross 37 00

GRIDDLES.

Soapstone ..... 40&10¢

GRINDSTONES.

Family.
Inches 7 8 9
Per doz. $8.25 9.00 10.50
Loose.
Per ton ..... $20 00@$21 00
Mounted.
Ball Bearing 1 2 3
Each $2.15 3.00 2.85
Common Bearing.. 1 2 3
Each $3.00 2.80 2.65

GUN WADS.
(See Ammunition.)

HAFTS, AWL.

Brad.
Common ..... per doz. $0 19
Peg.
Common ..... " 22
Patent, plain top .... " 47
" leather top... " 53
Sewing.
Common ..... " 22
Patent ..... " 52

HALTERS.

Jute Rope ..... per doz. $0 85
Sisal Rope ..... " 1 85
Web ..... " 1 75
Leather, rope tie ..... " 6 50
" leather tie.... " 8 50

HAMMERS, HANDLED.

Blacksmiths' Hand.
Maydole's ..... 40&10¢
Engineers'.
Maydole's ..... 40&10¢
Farriers'.
Maydole's ..... 35&5¢
Machinists'.
Maydole's ..... 40&10¢
Nail.
Ajax ..... per doz. $4 00
Calumet ..... " 3 15
Cast ..... per doz. $1 10@$4 10
Maydole's ..... 40&5¢
Vulcan ..... 45&5¢
Riveting.
Maydole's ..... 35&5¢
Shoe.
Cast ..... per doz. 75c
Tack.
All Iron ..... per doz. $0 35
Pol'd Iron, Hickory hdl. " 53
Mall. Iron, Inlaid ..... " 1 55
Magnetic 1 2 3
Per doz 70c 80c $1.00
Magazine ..... per doz. $4 75

HAMMERS, HEAVY.

Heavy Hammers and Sledges.
Under 5 lbs. ..... 80&10¢
5 lbs. and over ..... 85&5¢
Masons'.
Single & Double Face ..... 70&10¢

HANDLES.

Auger.
Common Assorted ... per doz. $. 38
Peck's Adjustable ... " 2 10
Roger's " ... " 4 25
Ives' " ... per set 1 35
Axe ..... 60¢
Chisel.
Hickory, Tanged Firmer, Assorted, 25c; Large, 27c per doz.
Hickory, Socket Firmer, Assorted, 18c; Large, 22c per doz.
Applewood, Tanged Firmer, Assorted, 20c; large, 38c per doz.
Applewood Socket, Firmer, Assorted ..... per doz. 24c
Coal Pick ..... 50&10¢
Drifting Pick ..... 50&10¢
File, assorted 13c, large 16c per doz.
Hammer.
Adze Eye ..... per doz. 48c
Blacksmiths' ..... per doz. 55c@80c
Machinists' ..... " 45c@70c
Hatchet ..... per doz. 45c
Hay and Manure Fork ..... 40&5¢
Hoe and Rake ..... 40&5¢
Saw.
Plain ..... per doz. 75c
Varnished ..... " 80c
Screw Driver.
Assorted ..... " 37c
Large ..... " 48c
Shovel and Spade ..... 40¢

HANGERS.

Barn Door.
Monarch ..... 60&10¢
"Never Jump" Hinge ..... 50&10¢
Peerless, Loose Axle ..... 60&10¢
Perfection, Roller Bearing .. 70&5¢
Phoenix, Roller Bearing ..... 70&5¢
Prouty, No. 315.. per doz. prs. $6 35
Rival ..... " " 3 65
Superb ..... " " 5 50
Safety Flexible . " " 6 35
Wagner's Adjustable ..... 70&10¢
Warehouse ..... 60¢
Conductor Pipe.
Iwan's Perfection ..... 50¢
Eave Trough.
Baker's ..... per gro. $2 35
Imperial ..... 20¢
Wire ..... 35¢
Parlor Door.
Acme ..... per set $3 75
Ives' Improved ..... " 2 50
Lane's Standard ..... " 3 50
" New Model ..... " 3 10
Le Roy Noiseless ..... " 4 00
Richards' ..... 40-10&5¢

HASPS.

Hinge, Wrought ..... 50&5¢
With Staples—See Staples.

HATCHETS.

Ajax ..... 45¢
Blood's ..... 50¢
Cast Claw ..... per doz. $1 20@1 45
Cast Shingling.... " $0 95@1 20
Duffy's Barrel ..... per doz. $15 00
Germantown ..... 60¢
Hammond's ..... 40¢
Roger's Ideal ..... per doz. $5 25
Underhill's Star Lath ..... 40&10¢

HAY KNIVES.

See Knives.

HAY RACK BRACKETS.

Wenzleman's No. 1.... per doz. $ 9 75
" No. 2.... " 10 50

HINGES.

Blind.
Clark's Gravity ... per doz. sets 80c
Parker's ..... 65¢
Shepherd's Noiseless, for Wood casing ..... per doz. 1 05
Gate.
Clark's 1 2 3
Hgs & Ltch .... doz. $2.35 2.60 3.65
Hinges only .... " 1.70 1.90
Latches only... " .70 .75
Knuckle ..... per doz. prs. $6 00
Leed's ..... " sets 6 75
Superior ..... " prs. 9 50
Spring.
American ..... 30¢
Bommer Bros. Ball B'g Floor.. 35¢
Bommer Bros. Spring Hinges.. 40¢
Chicago ..... 25&5¢
Columbia Dbl. Acting .... 40&10&5¢
Gem ..... 25¢
Ideal Detachable .... per gro. $11.10
Matchless ..... 30¢
New Idea ..... per gro. $8.40
Oxford ..... 20¢
Wrought Iron.
New Lists .....
Gri hn.
Light Strap Hinges ..... 70&5¢
Heavy Strap Hinges ..... 75&10¢
Light T Hinges ..... 65&5¢
Heavy T Hinges ..... 70-10&5¢
Extra Heavy T Hinges .... 70-10&5¢
Cor. Heavy Strap 80-20-10-10-10-10&5¢
Cor. Ex. Heavy T 80-20-10-10-10&5¢
Screw Hook and Strap.
6 to 12 in ..... per 100 lbs. $3 65
14 to 20 in ..... " " 3 40
22 to 36 in ..... " " 3 15
Screw Hook and Eye.
⅝ in ..... per 100 lbs. $6 55
¾ in ..... " " 7 60
⅞ in ..... " " 9 45

HOES.

Garden ..... 70&15¢
Grub.
Ajax ..... 60 & 10¢
Extra ..... 70¢
Hazel ..... per doz. $5 00
Ladies' and Boys' ..... 70&15¢
Mortar ..... 75&10¢
Planter's Eye ..... 62½¢
Weed ..... 75&5¢

HOOKS.

And Eyes.
Brass ..... 50&10&5¢
Iron ..... 65&10¢
Awning ..... per gro. $1 80
Belt.
Brown's ..... 70&5¢
Jones' ..... 65&5¢
Bench.
See Stops, Bench.

Box.
Inch..... 6 8 10 12
Per doz.....$1.35 1.65 1.75 2.30
Humason & Beckley's, per doz. 2 50
(See Goods, Bright Wire.)
Bush.
Common Axe Handle
..... per doz. $7 00@$8 65
Hamilton Pattern.....per doz. 7 25
Chain.
Inch... ¼&5/16 ⅜ 7/16 ½
Per 100 $7.60-8.10 9.75 11.50 12 60
Clothes Line.
Japanned.....per doz. 22c@24c
Galvanized..... " 40c
Coat and Hat.
Cast Iron .....per gro. 72c@$1 50
Gem Wire.....75&10%
Conductor.
Malleable.....50&10%@50&10&5%
Wrought .....40&10%@50%
Corn.
Common, unpolished, per doz. $1 40
" polished.... " 1 80
"Cut Easy"..... " 2 75
Clyde's..... " 2 20
Gate.
See Goods, Bright Wire.
Grass.
Common. Nos..... 2 3 1
Per doz.....$1.75 1.80 1.90
German.....per doz. 1 90
Little Giant..... " 2 90
Wood's..... " 1 30
Hammock.
With Plate.....per doz. 33c
With Screw..... " 33c
Lambrequin. or Drapery, per gro. 21c
Picture .....50%@50&10%
Potato and Manure.....65&15%
Screw.
Brass.....80&20%
(See Goods, Bright Wire.)
Seat Spring.....per lb. 5½c

HOOPS, TUB.
Ever Ready .....per case $1 70

HOSE, GARDEN.
3 ply ¾ in. 35 lb. pressure per ft....4½c
3 " ¾ " 50 " " " 6½c
3 " ¾ " 70 " " " 6½c
3 " ¾ " 70 " " " ....8 c
4 " ¼ " 80 " " " ....8 c
4 " ¾ " 80 " " " ... 9½c
6 " ¾ " 125 " " " ...10½c
8 " ¾ " 150 " " " 12c
Cotton ¾ in. 75 lb. pressure per ft. 6c
" ¾ " 150 " " " 8c

HUSKER.
Boss.
Nos..... E A B
Per doz.....$1.85 2.05 2.05
Nos..... P PX
Per gro $5.40 4.50
Nos.....3000 3000
Per gro.....$3.00 6.75
Nos..... 4000 O OX
Per doz.....$1.15 1.85 1.35
Brinkerhoff's.
Per gro.....$14 50
Ideal.
Nos..... 102 101 100
Per doz.....$1.35 2.50 2.75
Johnson's.
Per gro.....$7 75

IRON.
See Metals—First column.

IRONS.
Curling.
Common.....per doz. 33c@48c
Princess .....per doz. $0 65
Yale..... " 84
Oxford ..... " 1 15
Ruby ..... " 1 50
Tourist, Folding..... " 90
Pinking ..... " 70
Plane.
Wood Bench.....20&5%
Stanley R. & L. Co. (new list) 25&5%
Sad.
Charcoal .....per doz. $11 00
Common, Polished, per 100 lb. 3 10
" Nickel plated, " 4 20
Chinese Polishing.....per doz. 7 40
Laundry. No. 1 ..... " 5 75
" No. 2 ..... " 6 25
Mrs. Pott's,
No. 50 J, Enterprise...per set 79c
No. 55J, " ... " 76c
No. 50 T, " ... " 82c
No. 55 T, " ... " 79c
No. 50, Howells..... " 72c
No. 55, " ..... " 69c
Tailors' Sad.....per lb. 4½c
" Geese..... " 4½c
Tapers.
Single Duck Nest.....per doz. $5 25
Double " " .... " 6 25
Sutton .....each 2 60

JACKS.
Locomotive.....75&5%
Wagon.
Meekers'.....per doz. $11 00
Miller's No. 2..... " 7 75
Winner ..... " 7 75
Smith & Hemenway Co 25%

KETTLES.
Brass.....15%
Caldorn 45%
Copper.....per lb. 27c
Maslin 66⅔%
Sugar .....50&5%

KNIVES.
Best Topping.
Clyde, 9-in. Scimiter Blade, dz. $3 85
California.....3 40
Cooper's Hoop.....15%
Corn.
Ajax.....per doz. $2 10
Drawing.
Standard 70%
Adjustable.....15%
Barton's Carpenters'.....10%
" Folding Handle....25&5%
Hay.
American, Sickle Edge..doz $10 50
Canton, Sickle Edge..... " 8 25
Heath's ..... " 7 75
Iwan's Sickle Edge..... " 9 50
Iwan's Impv'd Serrated.. " 10 00
Lightn'g, Holt's Genuine " 6 50
Lightning Pattern..... " 5 75
Wadsworth's Sp'r Point " 8 75
Hedge.
Ajax, Heavy.....per doz. $6 25
" Extra Heavy.... " 8 40
Mincing.
Common, Single ..... " 40
" Double ..... " 50
Streeter, 4 Blade..... " 1 30
" 6 Blade..... " 2 0
Putty.
Common..... " 84
Goodell's.....per doz. $1 30@1 80
Russell's..... " 1 75@2 25

KNOBS.
Door.
Mineral .....per doz. $0 75
Porcelain ..... " 82
Jet..... " 83

LADDERS.
Common Long.
Per ft .....9c@14c
Extension.
Per ft 12c
Step.
Common, per ft.....6½c
" with Shelf, add 10c.
I X L, per ft 19c

LANTERNS.
Bull's Eye Police.
3-in. Flash Light.....per doz.$6 00
2¾-in. Regular..... " 4 00
3-in. Regular..... " 5 00
Tubular.
Berger.....40&10&5%

LEADERS, CATTLE.
Nos 1 2 3
Per doz.....$0 55 $0 70 $2 75

LEATHER, LACE.
Cut.....50&5%
Slaes.
Ex. Quality.....per sq. ft. 20c

LEATHERS, PUMP.
Valve and Plunger 50%

LIFTERS.
Stove Cover.
Japanned .....per gro. $2 65
Coppered..... " 3 65
Devore's..... " 5 50
Zero..... " 4 00
Transom.
Payson's.....70&10%

LINES.
Chalk.
Twisted in 20-ft. hanks.
Nos..... 15 14 13 12 11
Per doz..... 9c 12c 16c 21c 28c
Twisted in 50-ft. balls.
Nos..... 1 2 3 4
Per doz.....25c 30c 35c 41c
Braided in 20-ft. hanks.
Nos..... 0 1 2
Per doz 22c 25c 31c
Masons', in 100-ft. hanks..doz... 80c
Clothes.
60-ft. Jute.....per doz. $0 80
72-ft. " ..... " 1 00
60-ft. Sisal ..... " 1 30
72-ft. " ..... " 2 00
50-ft. Cotton ..... " 75
50-ft. Braided Cotton. " 80

LINING, STOVE.
In Bricks .....per crate 42c

MACHINES.

Boring.		Without Augers	With Augers
Ajax.....	per doz.	$5 00	$6 25
Angular....	"	3 00	4 40
Boss	"	4 00	5 20
Upright....	"	2 50	4 00

Leather Riveting.
Chicago, Pomeroy....per doz. $9 00
Excelsior..... " 2 00
Handy ..... " 2 00
Little Giant..... " 3 00
Pony, Pomeroy..... " 7 20
Washing.
Boss 1 2 5
Per doz.....$55.20 61.80 68.40
Globe, No. 1 .....per doz. 55 20
O K Rotary..... " 55 50
Round Wayne..... " 26 50
U. S. Steel..... " 60 00
Advance, f.o.b. Chic'go " 24 50

MAIL BOXES.
See Boxes.

MALLETS.
Carpenters'.
Fibre Head, Small ...per doz. $5 00
" " Medium. " 5 75
" " Large... " 6 75
Round Hickory..... " 1 75
" Lignumvitæ .. " 2 85
Square Hickory..... " 1 75
" Lignumvitæ.. " 3 40
Tinners'.
Applewood ..... " 1 70
Hickory..... " 80
Hickory Sheet Iron.. " 1 30

MATS.
Door.
National Rigid.....50, 10&5%
Queen Flexible.....50%
Stove.
Standard Quality...per gross $2 90
Best " (Pure) " 4 00
Wire Covered Asbestos, Ex. Heavy .....per doz. 1 00

MATTOCKS.
Ajax.....65&10%
Extra 78%

MAULS.
Iron. lbs. 10 13 16 18 21
Per doz. $2.60 3.20 3.80 4.20 4.65
Wood face, lbs. 10 11 12
Per doz $4.20 4.55 4.85
Wood Choppers'.
Lake Super'r & Oregon Pat. 80&10%

MEASURES.

	½ pk.	1 pk.	½ bu.
Galvanized. per dz.			$4 25
Japanned...	" $1.40	2.10	3.60

METAL.
Babbitt.
Alm .....per lb. 7½c
Best..... " 13 c
Common, No. 4..... " 6½c
Copper Mixed ..... " 19 c
Tony ..... " 9½c
See Metals—In first column.

MICA.
First Quality.....25%
Second Quality.....35%

MILLS, COFFEE.
Enterprise 25%
Parker.....50%
Arcade 50%

MITRE BOXES.
See boxes.

MOPS.
Erie.....per doz. $3 15
Handled Cotton.
Pounds..... ¾ 1 1¼ 2
Per dozen...$2.00 2.35 2.65 3.25

MOWERS, LAWN.
Ball-Bearing.
Inches..... 15 17 19 21
Each $7.50 8.50 9.50 10.50
Cheap Grades.
Inches..... 13 14 16 18
Each $2.30 2.35 2.35 2.50
Clipper .....50, 10&10%
Girard.
Inches..... 14 16
Each.....$3.25 3.50
Philadelphia.
All Styles Except A & E 60, 10&10%
Style A.....50&10%
Style E, High Wheel..60,10,10&10%
Drevels.....50%
All Day.....Net Price

NAILS.
Cut Steel.....rates, $2 00
Horse Shoe.
Ausable .....55&5%
Capewell 15%
Perfect .....55&5%
Putnam 20-5%
Star 50%
Picture.
Brass Heads .....60&10%
Judd's.....60&10%
Brads.....90, 10&10%
Furniture .....75&10%
Wire.
Small Lots.....$2 00
Carload " 1 95
Cement Coated..... 1 75

NAIL PULLERS.
See Pullers.

NAIL SETS.
See Sets.

NETTING, POULTRY.
Galvanized Before Weaving..80&15%
" After Weaving...80&15%
Cut Pieces.....65&5%

NIPPERS.
End Cutting.
Stubb's Pattern.....80&10%
End and Diagonal Cutting.
Swedish Side.....75%
Utica Drop Forge & Tool Co...60%
Hoof.
Heller's .....55&5%
V. & B.....55-5%

NOZZLES.
Hose.
Genuine Boston.....per doz. $3 05
Genuine Gem..... " 3 15
Magic..... " 3 15

NUTS, HOT PRESSED.
Square Blank.
In. ¼ ⅜ ½ ⅝ ¾ ⅞ 1
lb. 9c 6c 4c 3½c 3¼c 3¼c 3c
Square Tapped.
In. ¼ ⅜ ½ ⅝ ¾
lb. 12c 7½c 5c 4½c 4c
For 5 lb. boxes add ½c per lb. to above prices.

OILERS.
Chase Pattern.
Brass and Copper.....50%
Zinc 75%
Engineers'
Cannon.....55%
Tin.....per doz. $2.00@$2.25
Machine.
Ajax.....per doz. $0 60
Copper Plated Steel.. " 1 30
Malleable Iron.....60, 10&5%
Tin.....per doz. 35c@45c

OPENERS.
Box.
Inches..... 10 12 14
Flat ..per doz $2.85 3.60 4.15
Round " 2.10 2.25 2.75
Can.
Delmonico.....per doz. $1 30
Never Slip..... " 0 65
Crate
V. & B..... " 5 75

OUTFITS, COBBLING.
Combination .....per doz. $11 50
Economical..... " 4 90
Family..... " 10 50

PADLOCKS.
Standard Wrought .....70, 10&5%
Champion 50%
Eureka.....40, 10&5%
Yale .....60&5%

PAILS.
Cream.
14-qt., without Ga....per doz. $2 65
20-qt., " " .... " 3 25
30-qt., with Gauge.... " 4 00
Sap.
10-qt., Galvanized.....per doz. 1 60
12-qt., " ..... " 1 85
Stock
Galvd. qts. 14 16 18 20
Per doz.....$3.50 3.75 4.50 5.00
Water.
Galvanized, qts 10 12 14
Per doz $1.75 1.95 2.25
Wood.
Cable, 2-Hoop.....per doz. $1 90
" 3-Hoop..... " 2 10
Cedar, 3-Hoop..... " 2 85
Standard, 2-Hoop..... " 1 50
" 3-Hoop..... " 1 70

PANS.
Dripping.....65&10%
Fry.
Common.....80&10&5%
Acme.....90&5%
Roasting.
Brownie.....each 18c@26c
L. & H..... " 40c@51c

PAPER.
Building.
Plain .....per 100 lbs. $1 00
Tarred..... " 1 05
Tarred Felt..... " 1 20
Diamond A, Red Rosin, pr roll 40
Leader, Red Rosin..... " 35
Sand and Emery.
Ajax.....70&10%
B. & A.....70&5%
Wrapping.
Grecian Express.....per lb. 2½c
Rag..... " 3½c

PARERS.

Apple.
Bay State.....per doz. $13 00
Turntable ..... " 5 70
White Mountain .... " 4 50

Potato.
Goodsell's Saratoga 10½ in. doz. 6 50
" " 5 in.. " 5 50

PICKS.

Adze Eye Ore .....65&5%
Drifting and Poll Picks.....70%
Ajax Railroad.....60&10%
Extra Railroad .....70&5%
Surface.....65&5%

PINCHERS.

Carpenters', wrought iron, pol. steel jaws 30%
Blacksmith's 45%

PINS.

Clothes.
Common.....per gro. $0 14
Hoyt's..... " 31
U. S..... " 70

Picket.
Fluted 15 in.....per doz. $0 70
" 21 in..... " 1 60
Spiral ..... " 1 90

PIPE.

Conductor.
Territory.
Eastern.....70&12½%
Central.....70&5%
Southern.....65&12½%
Western.....65& 2½%
Southwestern.....60&15%

Lead.
Full coils.....per lb. 6½c
Cut " ..... " 6¾c

Stove.

Acme—In.	5	6	7
Smooth, per jt..	8½c	9½c	10½c
Planished " ..	32 c	33 c	43c
Peerless—Smooth.	7½c	8 c	9½c
Polished	14½c	15½c	18c
Plan'hed	28 c	31 c	35½c

Made-up—In.	5	6	7
Smooth	7½c	8c	9½c

7 to 6 in. Smooth Tapers, pr jt..13c
6 in. Smooth T's..... " ..27c
7 to 6 in. Planished Tapers.....45c

Wrought Iron Gas Pipe
⅛@¼-in., black.....discount, 60%
⅛@¼-in. ..... " 60,10&5%
⅜-in. to 6-in., black... " 70%
7 " 12 " .. " 62½%
⅛@¼ " galvanized " 42%
⅛@¼ " " " 50%
⅜ " 6 " " 57½%
7 " 12 " " 45%

PLANES.

Siegley Iron Bench.....50&10%

PLANTERS.

Corn.
Monitor.....per doz..$7 75
Triumph..... " .. 6 00

Potato.
Acme.....per doz..$6 25
Challenge..... " ..11 00

PLATES, TIN.

See Metals in Column 1.

PLIERS.

Button's—In.	4½	6	8	10
Per doz.....	$2.40	$2.80	$3.70	$4.60

Button's Pattern.

In.	4½	6	8	10
Per doz.....	$2.00	$2.30	$3.20	$4.10

Cutting.
Bernard's.....40%
Lodi.....60&10&5%
4 Tube, revolving..... " 4.25

End and Diagonal Cutting.
Swedish Side 70%
Utica Drop Forge & Tool Co....50%

Fencing.
Farmers' Choice....per doz ..$7 80
Russell's..... " .. 8 00

Flat and Round Nose.
Bernard's.....40%
German 65%
Lodi.....55%
Paragon.....50&10%

Gas—In.	8	10	12
Per doz.....	$3.00	$4.00	$4.00

Tinner's.
Hollow.....
Solid.....each..5½c

PLUMBS AND LEVELS.

Common.....75%@75&10%
Cook's.....40%
Davis' Iron.....25%
Davis' Inclinometer.....15%
Stanley's.

Nos.	00S	0S	2S	3S
Per doz..	$4.65	$5.20	$7.60	$8.65
Nos.	30	25	50	35
Per doz.	$13.25	$17.75	$17.75	$12.35

POINTS.

Drive Well Points.....75&10%

POKERS—STOVE.

Wr't Steel, str't or bent, pr doz.$0.55
Wr't Steel, wood hand'ls " " .80
Nickel pl'td, coil hdl's.. " " .65

POKES—ANIMAL.

Brown's, wr't steel, per doz.$5.00@6.00

POLISH.

Metal.
Pride of the Bar.....$1.60
Putz Cream.

Pts.	1-6	½	¾
Per doz.....	$0.80	$1.10	$1.65

Pts.	1	2	4	8
Per doz	$2 75	$4.50	$7.50	$12.50

White Silk half pints, per doz.$2.00
White Silk, 6 oz. cans, per doz. 1.00
Wondershine

Pts.	1-6	½	1	2
Per doz.....	$0.70	$1.35	$2.25	$3.00

George William Hoffman.
U. S. Metal Polish Paste, 3 oz. boxes, per doz.,50c; pr. gro..$4.50
½-lb. boxes, per doz..... 1.25
1-lb. boxes, per doz..... 2.25
U. S. Liquid, 8 oz. cans, per doz., $1 25; per gro.....12.00
Barkeepers' Friend Metal Polish, per doz., $1.75; per gro..18.00
Shoe.
M. D. C.....per doz. 35c@50c
F. C. O..... " 40c
T. M..... " 55c@$1.75
Imperial.....per gr.....$5.00
Stove.
Black Eagle, 1 lb cans. pr gr..$15.00
Black Silk—
5 lb. pail.....$0 70
Paste, 5 oz. cans....per doz. 75
Paste, ½ lb. cans.... " 1 00
Black and Japanned—
Liquid, ½ pint cans..per doz $1 00
Liquid, 6 oz. cans... " 75
Steel Range Gloss.. " 1 75
Blackene, 1 lb cans....pr gro. 13 00
Black Jack, ¾ lb cans.. " 9 25
Dixon's Carb. of Iron.. " 5 75
Nickel Plate..... " 4 50

POPPERS, CORN.

Round or Square, 1 qt. per dz, 75@85c
Square, 1½ qt..... " $1 00
Square, 2 qt..... " 1 00
3 qt. Reversible..... " 1 20

POTS, FIRE.

Bernz.....each $3 85
Clayton & Lambert's, ea..$4 75@6 25
Gate City.....each 6 25
Gem..... " 6 75

POWDER.

See Ammunition.

PRESSES, FRUIT AND JELLY.

Enterprise Manufacturing Co....35%
Henis .....per doz. $1 80

PRIMERS.

See Ammunition.

PRUNERS.

Disston's Pole.....per doz. $6 50
Henry's Improved..... " 75&10%
Water's Improved..... " 80,10&5%

PULLERS.

Cork.
Daisy.....each $3 10
Phoenix..... " 1 40
Quick and Easy..... " 2 70
Nail.
Giant.....45%
Giant Pattern per doz.....$5 00
Tack—Giant..... " 35
Staple 65%

PULLEYS.

Awning—Jap'd.....40&5% to 35&5%
Clothes Line.....30&10%
Hay Fork.
Iron Wheel, 5 in.....per doz. $1 65
Wood Wheel, 6 in.... " 1 50
Wood Wheel, 6 in., pass knot..... .... " 2 00
Hot House—Jap'd .....45&5%
Screw..... " .....45&5%
Side ..... " .....45&5%
Sash.
Clark's..... " 36
Common Sense, 2 in ..per doz $0 22
" Pattern, 2 in.. " 18
Empire..... " 20
Ideal..... " 18

PUMPS.

Pitcher Spout.

Nos.	1	2	3	4
Each	$.90	1.00	1.10	1.40

Spray.
Blizzard.....per doz. $14 50
Cyclone, tin..... " 3 40
" copper ..... " 6 75
Daisy..... " 9 00
Little Giant.....each 2 25

PUNCHES.

Conductors'.
No. 22.....per doz. $2 40
Machine.....per lb. 19
Saddlers'.
Common.....per doz. 60c@70c
Good..... " 72c@84c

PUTTY.

In Bladders.
Strictly pure.....per 100 lbs. 2 35
Commercial..... "

RAIL.

Barn Door.
Light Wrought.....per ft. 2½c
Safety..... " 4½c
Single Flange ..... " 1½c
Smith's Wro't Bracket, plain 3½c
Smith's Special 4½c
Smith's "Never Jump".....11c 50%
Smith's Plain Steel 30%
Smith's Milled Steel 4½c
Sliding Door.
Painted iron.....per ft. 4½c
Bronzed wrought iron... " 2½c

RAKES.

Coal or Wood.....per doz. $5.20
Garden.
Steel, braced.....90&10%
Steel, bow.....80c
Malleable Iron, heavy.....90&10&5
Hay.
Wood.....$1.00@$1 60
Lawn—Wood.
Common.....per doz. 2 05
Automatic ..... " 5 45
Gibbs'..... " 3 20
Jumbo, 36 teeth..... " 6 00

RASPS—See Files.

RAZORS.

Bo-ras-ic 50%
Red Devil.....50%

REGISTERS.

List December 5, 1904.

Black and White Japanned. .70&10%
Nickel Plated.....70&10%
Electroplated, Brass, Bronze or Copper.....70&10%

RINGS

Bull.

Copper.....	2-in.	2½ in	3 in.
Per doz.....		$1.00	$1.20
Rea's Impro'd Self Piercing copper, pr d'z.	1.50		
Steel per doz..	.95	1.05	
Nickel Plated	1.35	...	

and Ringers—Hog.
Blair's Rings .....per doz. $0 45
Blair's Ringers..... " 60
Brown's Rings..... " 50
Brown's Ringers..... " 80
Champion Ringers... " 1 60
Hill's Ringers..... " 45
Hill's Ring, boxes..... " 40
Major Rings ..... " 60
Perfect Ringers..... " 80
Wolverine Rings..... " 1 30
Wolverine Ringers... " 60
Fruit Jar.
White.....per lb 30c
Key.
Split, round.....per doz. 17c
Split, square..... " 32c
Ball, Round..... " 32c

RIVETS.

and Burrs.
Copper Belt .....50&5%
Coppered Iron 75%
Tinners' .....66⅔@10%
Hame ..... per lb. $0 00
Slotted Clinch.....per doz. 40c@45c
Tubular.
Nos. 1 and 2 assorted sizes, doz. 45c

RIVET SETS.

See Sets.

ROPE.

Cotton.
¼, 5-16-in. Com. on reels..per lb. 11½c
¼, 5-16-in. Com. in coils .. " 12c
¼, 5 16 Imperial in coils . " 21c
Sewall & Day Sisal Rope.
Rates..... 9½c
Sisal.
Eagle, rates.....per lb. 7½c
Pure Manila.
Rates..... " 11½c

RULES.

Boxwood.....70%
Ivory .....45&5%

SASH WEIGHTS.

See Weights.

SAWS.

Back.
Disston's .....25&7½%
Jackson's.....25&7½%
Butchers'.
Disston's.....35&7½%
Circular.
Disston's.....50%
Hiles'.....50&10%
Compass.
Common.....per doz. $1.35@$1.60
Disston's.....25&7½%
Cross-Cut.
Atkins'.....35%
Disston's..... 40&10% &50%
Pocahontas Bit.....per ft. 39c
Pocahontas, Blued..... " 41c
Dehorning.
Atkins'.....per doz. $5 56
Disston's..... " 5 75
Hack.
Disston's.....25½%
Keystone.....30%
Hand and Rip.
Brown's .....30&7½%
Disston's No. 7.....30&7½%
Disston's Nos. 8, D8, 12, 76, 112, D100, and 120.....25&7½%
Gorham's Comb. .....30&7½%
Keystone.....30&7½%
Sam Sickles', hand....per doz.$4 25
"I Will," hand..... " 5 75
"I Will," rip..... " 6 75
Keyhole—Disston's.....25&7½%
Kitchen.
Sterling.....25%
One Man 50%
Panel.
Brown's.....30&7½%
Disston's No. 7.....30&7½%
Disston's No. D100.....25&2½%
"I Will".....40%
Pruning.
Avery's Duplex.....25&7½%
Brown's.....25&7½%
Disston's.....25&7½%
Wood.
Common.....per doz. $4 50
Handy..... " 7 60
Happy Medium..... " 7 00
Wood Sawyers' Delight " 8 25

SAW BUCKS—See Bucks.

SAW SETS—See Sets.

SAW TOOLS—See Tools.

SAW FRAMES.

Common, plain.....per doz. $1 20
" painted.... " 1 60

SCALES.

Counter.
Pelouze.....40&10%
Platform.
Osgood.....50%

SCOOPS.

Grain.
½ Bu. "Hercules,"..per doz. $13 75
1 " " " 15 50

SCRAPERS.

Box.
Stanley's Adjustable, per doz.$3 75
Triangular..... " 2 50
Cabinet.
Ajax.....per doz. $2 15
Cast Steel..... " 65c@75c
Stanley's No. 80..... " $11 50
Road.

Cubic ft.	7	5	3
Without runners, ea.	$4.15	3.90	3.65
With runners.... "	4.40	4.15	3.90

SCREWS.

Bench.
Iron .....60&5%
Wood, white maple..per doz. $3 40
Hand—Wood.....30%
Hand Rail.....80&10%
Jack .....85&10&10%
Lag or Coach—all sizes, gimlet pointed.....75&10%
Saw—Centennial.

Nos.	1	2	3	4	5	6
Per doz.	18c	20c	26c	30c	23c	25c

Wood.
F. H. Bright Steel.....87, 10&10%
R. H. Blued Steel.....90&5%
F. H. Jap'd Steel.....83⅓&5%
F. H. Brass.....88&5%
R. H. Brass.....90&5%
R. H. Nickel Plated.....80%

SCYTHES.

Clipper, grain.....per doz. $8 15
Clipper, grass ..... " 6 30

SHAVING SETS.

Smith & Hemenway.....60%

SETS.

Nail.
Round, common.....per doz. $0 33
Square, " ..... " 42
Octagon " ..... " 33
Square, Buck Bros.. " 1 30
Cup Point, knurled, pr. doz. 70c@$1.20

Rivet.
Farmers'.....per doz. $1 45
Tinners'.....50&10%

Saw.
Aiken's Pattern.....per doz. $3 50
Common Lever..... " 1 20
Disston's Monarch... " 6 50
" X Cut..... " 12 00
German ..... " 1 05
Morrill's Old Style... " 5 00
" Pattern.... " 4 25
Leach's..... " 4 80
Nashe's Hand..... " 3 15
" X Cut..... " 4 20
Stillman's Lever..... " 1 30
" X Cut..... " 2 50

SHARPENERS, SKATE.

Diamond.....per doz. $1 60
Smith & Hemenway.....20%

SHAVES, SPOKE.

Iron.....per doz. $1.35@$2.75
Wood..... " 2.75@ 4.75
Bailey's.....50&5%
Goodell's.....15%
Stanley's Universal.....30&5%

SHEARS.

Pruning.
Buckeye, No. 1.....per doz. $5 75
" No. 2..... " 7 40
California Pat.. 9 in.. " 3 20
" " 10 in.. " 4 00
Draw Cut, No. 3..... " 13 75
" " No. 4..... " 16 50
Henry's Pat. 0 01 14 012
Per doz.....$1.40 $2.10 $2.90 $2.80
Star.....per doz. $4.00

Sheep—No. BBA.
Inches..... 6 6½ 7
Reg. Grip..... $11.25 $11.50 $12.00
Nar. Grip, doz. 11.00 11.25 12.25

Tinners'—See Snips.

SHEAVES, SLIDING DOOR.

Common.
Inches..... 3 4 5
Per set..... $0.34 $0.42 $0.70

Hatfield's.
Per set..... .75 1.00 1.00

SHELLS—See Ammunition.

SHELLERS, CORN.

Union..... per doz. $6.75

SHIELDS.

Expansion Bolt Shields.....50&10%

SHOES.

Conductor.
5-inch, Steel...each 72c; iron, $1.08
6 " " ... " 86c; " 1.30
60% discount to dealers on 2-inch, 3-inch and 4-inch plain, round and round corrugated shoes.

SHOE POLISH—See Polish.

SHOT—See Ammunition.

SHOVELS AND SPADES.

Coal.
No. 2 Ajax.....per doz. $5 25
No. 4 Golds..... " 6 25
Ames' new list.....Discount 12½%
Per Doz.
Neverbreak, hollow bck, blk. $15 75
National.... " " " 14 75
Buckeye .... " " " 10 00
Mohawk.... " " " 9 00

Drain.
Iwan's Perfection.....50%

Railroad, Etc.
Gold Hibbard's.....per doz. $9 25
C. H. Conover's..... " 7 75
Beckwith's..... " 7 75
Hickory..... " 6 25
Greenleaf's..... " 5 75
Columbus..... " 5 00
Ames' new list.....Discount 12½%

Snow.
Per doz.....$1.65@$9.00

Alaska Steel.
D Handle.....per doz. $6 00
Long Handle..... " 5 00

SINKS.

Cast Iron.
Painted..... 50%
Enameled, White.....60-10&5%

Wrought Steel.
Painted, new list.....40-10&5%

SLEDGES—See Hammers.

SNAPS, HARNESS.

Champion.....65%
German Pattern.....30&5%
Judd's Pattern.....60&10%@70%

SNATHS.

Double Ring, Bush.....per doz. $6 75
Patent Loop " .... " 7 30
" " Grass..... " 5 75

SNIPS, TINNERS'.

Hernisch's.....40&5%
National.....40&10%

SOLDER—See Metals.

SPRINGS, DOOR.

Perfect.
Nos..... 1 2 3 4
Per doz.... 28c 33c 35c 40c

Reliance.
Per doz.....light $1.45; heavy $2.20

Star.
Per doz..... light 90c; heavy $1.35
Torrey's.....per doz. $1.25
Warner's No..... 11 13
Per doz..... 75c $1.35

SQUARES.

Steel and Iron.....85&5%
(Add for Bluing, $2.50 per doz., net)

Mitre.
Stanley's No. 12.....60%

Try.
Stanley's No. 20, new list...45&10%
" No. 12 and 14.....55%

Try and Bevel.
Stanley's .....55&5%

Try and Miter.
Fox's.....per doz. $5.75
Winterbottom's.....70%

SQUEEZERS, LEMON.

Common Wood.....per doz. $0 70
Porcelain Lined, Wood. " 1 25
Boss, malleable iron.... " 75
Pearl, nickel plated..... " 1 30
Star, " " ..... " 1 60
Little Giant, tin'd iron. " 4 00
Drum, japanned..... " 3 60
Drum, nickel plated .... " 4 50

STAPLES.

Blind.
Barbed.....per ℔ 9¼@9½c

Butter Tub..... " 8@8½

Fence—less than carload.
Polished.....per 100 ℔ $2 20
Galvanized..... " 2 50

Netting.
Galvanized.....per 100 ℔ 3 70

Wrought.
Wrought Staples, Hasps and Staples, Hasps, Hooks and Staples, and Hooks and Staples.....85-10&5%
Extra heavy.....85&5%

STEELYARD.

Discount 25%

STONES.

Axe.
Hindostan.....per ℔ 5½@7c
More Grit..... " 9½c
Washita ..... " 17 c

Emery.....60%@60&5%

Oil—Mounted.
Arkansas Hard.....per doz. $23 00
Arkansas Soft..... " 15 50
Hindostan .....per ℔ 6½@6½

Oil—Unmounted.
Arkansas Hard.....per ℔ $2 05
Arkansas Soft..... " 1 10
Lily White..... " 45
Queer Creek..... " 15
Ouachita..... " 38
Washita ..... " 26

Sythe.
Black Diamond.....per gro. $7 75
Clear Grit..... " 4 25
Gem Corundum..... " 7 50
Green Mountain..... " 4 20
La Moille ..... " 7 00
White Mountain..... " 6 50
Willoughby Lake..... " 6 25
Red End..... " 3 15

STOPS, BENCH.

Hotchkiss'.....per doz. $3 50

STOPPERS, FLUE.

Common.....per doz. $0 32
Crown ..... " 45
Gem, flat, painted..... " 72
Gem, cor'd, decorated.. " 65
Kirch's..... " 90
Peerless..... " 63
Skinner's Common Sense " 80

STOVE PIPE—See Pipe.

STOVE BOARDS—See Boards.

STOVE POLISH—See Polish.

STRAPS.

Scoop.....per doz. prs. $1 85
Skate..... " " 60@70c

STRETCHERS.

Carpet.
Bullard's.....per doz. $3 90
Excelsior..... " 5 25
Malleable Iron..... " 70
Perfection..... " 6 30
King..... " 4 50

Wire.
N. S. Elwood's..... " 6 00
O. S. Elwood's..... " 6 00
Little Giant..... " 5 75
Star Lever..... " 6 25
Star Tackle Block.... " 9 25
Warner's..... " 6 25

SWIVELS.

Malleable Iron.....per ℔ 6½c
Wrought Steel.....per gro. $4 50

TACKS.

American Cut.....90&5%
American Wire.....85&25&10%
Bill Posters Cut.....90&40%
Blued Carpet.....90&15%
Tinned Carpet.....90&10%
Gimp.....90&35%
Upholsters' Cut.....90&40&5%
Upholsters' Wire.....90&35%
Double Pointed.....90&20%
Copper.....per ℔ 32c
Canvas Nails.....75&5%
Clout Nails .....75&5%
Hungarian Nails.....80&5%

TAPES, MEASURING.

Asses' Skin.....35%
Bend Leather.....15%
Patent Leather.....15%
Lufkin's Steel.....25%
Lufkin's Metallic.....25%

TEE BEVELS—See Bevels.

THERMOMETERS.

Tin Case.....per doz. 80c@$1 25
Wood Back..... " $2.00@12 00
Glass..... " 12 00

TIES.

Bale.
Single Loop.....80&10%
All other kinds.....70%

Cow—See "Chains."

TOOLS, SAW.

Atkins' Dexter.....per doz. $4 50
Atkins' Excelsior..... " 6 50
Disston's Universal.....40%

Minature.
Smith & Hemenway 25%

TRAPS.

Fly.
Balloon.....per doz. $0 90
Harper's..... " 1 00

Game.
Newhouse..... .....45&5%
New Victor.....70&10%

Mole.
Reddick's.....per doz. $5 20

Mouse and Rat.
Wood Choker.....per hole $0 10
Tin Choker..... " 08
Delusion.....per doz. 75
Imitation Sight, Rat. " 60
Marty Rat..... " 6 40
Marty Rat Imitation.. " 3 30
Marty Mouse..... " 3 00
Marty Mouse Imitation " 1 80
French Automatic.....each 3 30

TROWELS.

Brick.
Standard.....40%
Brade's.....15&5%
Disston's.....40%
Rose's.....25%

Plasterers.
Standard.....60%
Disston's.....40%
W. & McP.....35%

TRUCKS.

Bags .....each $1 70
Handy..... " 1 50
Warehouse.....60&5%
No..... 1 2 3
Half Ironed.... $2.65 $3.40 $5.00
Full Ironed.... 3.90 5.75 6.75

TUBS, WASH.

Standard.
Nos..... 3 2 1 Ex. large
Per doz....$4.40 $5.20 $6.10 $ 8.20

Dowell.
Per doz.... 5.30 6.20 7.10 9.30

Cedar.
Per doz.... 6.10 7.10 7.90 10 80

Indurated.
Per doz.... 6.90 7.65 9.30 11.20

Galvanized.
No..... 1 2 3
Per doz.....$5.25 $5.75 $6.50

TWINE.

Per ℔
3-ply Cotton Wrapping.....18c
4 " " " 18c
4 " " Extra Wrappings.... 22c
4 " " " Hvy. Wrappings. 20c
4 " " Wrapping on tubes...22c
3 " " " cones...20c
4 " " " " " ...20c
India Hemp, ¼-lb. balls.....17c
" " ½-lb. " 16c
" " ¼-lb. " .....doz. 63c
2-ply " ¼-lb. " 11c
3-ply " ¼-lb. " 10c
Jute Wrappings, ¼-lb. balls.....11c
Jute Wool, 1-℔. balls.....5c

Seine.
Nos..... 6 9 12 15+
Soft, per ℔ 23 20½ 20 19
Med. " 20½ 20 19
Hard " 21 21 20
Staging, ¼-lb. ball, size 21.....20½c
" " " " 24.....20c
" " " " 27.....20c
Bagging " " 21c
3-ply "B" in hanks.....18c
4 " "B" " 18c
3 " "A" " 27c
3 " Silver Finish, in hanks....37c

Fodder or Lath.
130-strand 6½c
200 strand.....7½c

VISES.

Bonney's.....35%
Cheney's 50%
Parker's Oval Slide.....
.....50, 10, 2½% @ 50 10, 5, 2½%
Parker's Parallel.....18&20%
Parker's Victor.....15%
Parker's Combination.....75%
Solid Box.....80&5%
Adam's Mechanics'.....each 2 65
Williamson Universal.....60%

WARE.

Cast-Iron Hollow.
Ground.....60&10%
Unground .....70&5%
Extra Finished.....60&10
White Enameled.....60, 10&5%

Enameled.
Cherry Blossom and Chrysolite..50%

WASH BOARDS—See Boards.

WASHERS.

Standard O. G. cast iron...per ℔. 2½c
Wrought iron in bulk per ℔.:
In. ½ ⅝ ¾ ⅞ 1 1¼ 1½
7½c 5½c 4c 3½c 3½c 3½c 3½c
Wrought steel in 5 ℔. boxes, per ℔.
In. ½ ⅝ ¾ ⅞ 1 1¼ 1½
8½c 6½c 5c 4½c 4½c 4½c 4½c

WASHING MACHINES—See Machines.

WEDGES.

Ax.....per doz....30c
Galling .....per ℔ 10½c
Saw ..... " 8½c

WEANERS.

Calf.
Fuller's, per doz.....$2 00 to $2 50
Tyler's Safety, per doz 1 85 to 2 40
Carroll's, per doz..... 2 50 to 3 25
Standard, per doz..... 2 75
Hoosier, per doz..... 3 10 and 4 15

WEIGHTS.

Hitching ....per ℔ 2½c
Sash—F.O.B. Chicago...pr ton $21 00

WHEEL BARROWS.

Common Railroad....per doz..$15 50
Heavy " .... " .. 19 50
Railroad, ball bearing " .. 19 00
Favorite Steel Tray.. " .. 25 00
No. 04 Steel Dirt.... " .. 47 00
No. 04½ " " .... " .. 50 00

WHEELS.

Corundum .....70&10&5%
Emery ....75&5%

Well In 8 10 12 14
Per doz.....$1.90 $2.20 $3.00 $5.50

WIRE.

Barbed Painted. Galv'd.
Carloads..per 100 lbs..$2.10 $2.40
Less than car " .. 2.10 2.40

Brass.
In coils.....20%
In 1 ℔ spools, new list.....50&10%

Broom—Tinned.....60&10&10&10%

Cable—Same price as Barbed Wire.

Copper.
In coils.....20&10% 33⅓%
In 1 ℔ spools, new list.....50&10%

Fence—Smooth.
Nos. 6 to 9, An'eal'd, pr 100 lbs. $1.95
Nos. 6 to 9, Galvl'd... " 2.25

Hair—New list.....50&10%

Market.
Bright, full bdles..... ..70&10%
Bright, broken bdles.....70%
Coppered, full bdles 70%
Coppered, broken bdles.....65&10%
Tinned, full bdles..... 70&5%
Tinned, broken bdles.....65&10%

Picture—In coils.....80%@80&10%
In 5 ℔. spools .....per ℔..26c

Plain—Small lots..... $2.00
Car lots 1.95
Small spools 5c per hundred higher.

WRENCHES.

Acme Standard.....75%
Alligator ....85&10%
Always Ready.....60%
Bemis & Call No. 2 Improved Pipe Wrenches ..... .80%
Coe's Standard.....50&10%
Girard's Agricultural.....85&50%
Wescott's "S".....43⅓%
Malleable "S".....per ℔. 05½c
Malleable..... " 05½c
Stillson Pipe.....70&5%
Trimo " 80%

WRINGERS.

Clothes.
No. 22, Guarantee....per doz.$29 50
No. 110, Guarantee.... " 29 50
No. 110, Brighton..... " 18 00
No. 22, Pioneer..... " 18 00
No. 2, Superb..... " 17 50
No. 730, Easy..... 24 00
No. 500, Royal ..... " 32 00
No. 350, Universal.... " 27 00
No. 300, Novelty..... " 27 00
No. 310, Keystone . . " 27 00
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Youngstown Furnace & Supply Co. 10
Zucker, Levett & Loeb 49

CLASSIFIED LIST.

Acetylene Generators

New White Light Gas Co., Chicago, Ill

Ash Sifters

Hill Dryer Co., Worcester, Mass

Ammunition

Stevens, J. Arms & Tool Co., Chicopee, Mass
Winchester Repeating Arms Co., New Haven, Conn

Augers—Post Hole

Iwan Bros., Streator, Ill

Bins—Revolving

Revolving Bin Mfg. Co., Chicago

Bolts

Columbus Bolt Wks., Columbus, O
Star Expansion Bolt Co., New York, N.Y

Boxes—Hardware

Warren Mfg. Co., Chicago, Ill

Brass

Chicago Brass Co., Chicago, Ill
Hungerford, U. T., Brass & Copper Co. New York, N. Y.
Merchant & Evans Co., Philadelphia, Pa
Plume & Atwood Mfg. Co., Chicago

Cabinets—Display

Warren Mfg. Co., Chicago, Ill

Cans

Stuber & Kuck Peoria Ill
Sturges & Burn Mfg. Co., Chicago

Carpenter Benches

Grand Rapids Hand Screw Co., Grand Rapids, Mich

Carpenters' Tools

Stanley Rule & Level Co., N. Britain, Ct

Cartridges

Stevens, J. Arms & Tool Co., Chicopee Falls, Mass

Ceilings—Metal

Berger Mfg. Co., Canton, O
Burton, W. J. Co., Detroit, Mich
Canton Art Metal Co., Canton, O
Edwards Mfg. Co., Cincinnati, Ohio
Friedley & Voshardt. Chicago, Ill
Illinois Roofing & Supply Co., Chicago, Ill
Kanneberg Roofing & Ceiling Co., Canton, O
Keighley Met. Ceiling Co. Pittsburg, Pa
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn
Wheeling Corrugat'g Co., Wheeling, W.Va

Cement Tools

Kramer Bros. Fdy. Co., Dayton, O

Chains

Bridgeport Chain Co., Bridgeport, Ct

Chimney Tops

Iwan Bros., Streator, Ill
Kramer Bros. Fdy. Co., Dayton, O

Clippers

Hotchkiss, Edward S., Bridgeport, Ct

Clothes Dryers

Hill Dryer Co., Worcester, Mass
Mannen & Esterly, Cleveland, O

Coal Hods

Victor Stamping Co., Cleveland, O

Coffee Mills

Enterprise Mfg. Co. of Pa., Philadelphia, Pa

Conductor Hangers

Berger Bros. Co., Philadelphia, Pa
Iwan Bros., Streator, Ill

Conductor Pipe

Berger Bros. Co., Philadelphia, Pa
Berger Mfg. Co., Canton, O
Clark, Quien & Morse, Peoria, Ill
Friedley & Voshardt, Chicago, Ill
Garry Iron & Steel Co., Cleveland, O
La Crosse Steel Roof. Co., La Crosse, Wis
Schoedinger, F. O., Columbus, Ohio
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn

Copper

Chicago Brass Co., Chicago, Ill
Hungerford, U. T., Brass & Copper Co., New York, N. Y
Merchant & Evans Co., Philadelphia, Pa
Plume & Atwood Mfg. Co., New York and Chicago

Corn Cribs

Denning Wire & Fence Co., Cedar Rapids, Ia

Cornices

Berger Mfg. Co., Canton, O
Eller, J. H. & Co., Canton, O
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn

Cornice Brakes

Bertsch & Co., Cambridge City, Ind
Niagara Machine & Tool Wks., Buffalo, N.Y

Cotton Ties

Pittsburgh Steel Co., Pittsburgh, Pa

Cream Separators

Sturges & Burn Mfg. Co., Chicago

Cut Offs—Rain Water

Cooney & Geiger, Indianapolis, Ind
La Crosse Steel Roof. Co., La Crosse, Wis

Cutlery

Smith & Hemenway, Corp., Ltd. New York

Dampers

Arcade Mfg. Co., Freeport, Ill
Sayre Stamping Co., Sayre, O
Wheeling Corrugating Co., Wheeling, W. Va

Dies

Globe Mch. & Stamp Co., Cleveland, O

Dinner Pails

Star Enameling & Stamping Co., Pittsburgh, Pa

Door Springs

Middletown Mfg. Co., Middletown, O

Drain Cleaners

Iwan Bros., Streator, Ill

Duplicators

Daus, F. C. L., Duplicator Co., New York, N.Y

Eaves Trough

Eller, J. H. & Co., Canton, O
Garry Iron & Steel Co., Cleveland, O
La Crosse Steel Roof. Co., La Crosse, Wis
Schoedinger, F. O., Columbus, O
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn.
Whitacre Mfg. Co., J. E., Rockford, Ill

Elbows—Conductor Pipe

Dieckmann, F., Cincinnati,
Wheeling Corrugating Co., Wheeling, W. Va

Elevators

Kimball Bros. Co., Council Bluffs, Ia

Enamel—Iron

Nickel Plate Stove Polish Co., Chicago

Enameled Ware

Briscoe Mfg. Co., Detroit
Star Enameling and Stamping Co., Pittsburgh, Pa

Enameling and Stamping Plants

Volkammer & Co., Pittsburg

Engineers & Contractors

Volkammer & Co., Pittsburg

Farming Tools

American Fork & Hoe Co., Cleveland, O

Fencing

Cyclone Woven Wire Fencing Co. Waukegan, Ill
Denning Wire & Fence Co., Cedar Rapids, Ia
Pittsburgh Steel Co., Pittsburgh, Pa

Files

Barnett, G. & H. Co., Philadelphia, Pa
Disston Henry & Sons, Philadelphia, Pa

Flue Stoppers

Stuber & Kuck, Peoria, Ill

Forming Rolls

Bertsch & Co., Cambridge City, Ind
Globe Mch. & Stamp. Co., Cleveland, O
Niagara Mch. & Tool Wks., Buffalo, N.Y

Foundry Supplies

Obermayer, S. Co., Cincinnati, O
Zucker, Levett & Loeb, New York, N.Y

Freezers—Ice Cream

WhiteMountain Freezer Co., Nashua, N.H

Furnaces—Hot Air

Beckwith, Estate, P. D. Dowagiac, Mich
Boynton Furnace Co., New York, N. Y
Craig-Reynolds Fdy. Co., Dayton, O
Forest City Fdy. & Mfg. Co., Cleveland, O
Green Fdy. & Furn. Wks., Des Moines, Ia
Haynes-Langenberg Mfg. Co., St. Louis
Henry & Scheible Co., Cleveland, O
Kelsey Heating Co., Syracuse, N. Y
Kontny, John, Chicago, Ill
Lennox Furnace Co., Marshalltown, Ia
Mannen & Esterly Co., Cleveland, O
March-Brownback Stove Co., Pottstown, Pa
Monroe Fdy. & Furn. Co., Monroe, Mich
Mueller, L. J. Furn. Co., Milwaukee, Wis
Pittsburgh Stove & Range Co., Pittsburgh, Pa
Schwab & Sons Co., Milwaukee, Wis
Smith, Chas. Co., Chicago, Ill
Stanton Heater Co., Martin's Ferry, O
Thatcher Furnace Co., New York
Wise Furnace Co., Akron, O
Youngstown Furn. & Supply Co., Youngstown, O

Furnace Pipe and Fittings

Green Fdy. & Furn. Wks., Des Moines, Ia
Michican Safety Furnace Pipe Co. Detroit, Mich
Mueller, L. J. Furn. Co., Milwaukee, Wis
Walworth Run Fdy. Co., Cleveland, O

Garden Tools

American Fork & Hoe Co., Cleveland, O

General Merchandise

Butler Bros., New York, Chicago, St. Louis

Hand Screws

Grand Rapids Hand Screw Co., Grand Rapids, Mich

Hangers—Door

Safety Door Hanger Co., Ashland, O

Hangers—Trouser

Pullman Mfg. Co., Rochester, N.Y

Hardware Jobbers

Clark, Quien & Morse, Omaha
Lee-Glass-Andreesen Hdw. Co., Omaha
Paxton & Gallagher Co., Omaha

Heaters—Steam and Hot Water

Boynton Furn. Co., New York
Craig-Reynolds Fdy. Co., Dayton, O
Haynes-Langenberg Mfg. Co., St. Louis
Kellogg-Mackay-Cameron Co., Chicago and Kansas City
Monroe Fdy. & Furn. Co., Monroe, Mich
Mueller, L. J. Furn. Co., Milwaukee, Wis

Hinges

Griffin Mfg. Co., Erie, Pa

Hollow Ware

Avery Stamping Co., Cleveland, O
Sperry, D. R. & Co., Batavia, Ill

Hot Water Attachments

Smith Co., Chas., Chicago, Ill

Ice Cream Freezers

White Mountain Freezer Co., Nashua, N. H

Kitchen Utensils

Avery Stamping Co., Cleveland, O

Lanterns

Berger Mfg. Co., Canton, O
Pritchard-Strong Co., Rochester, N. Y

Lawn Mowers

Philadelphia Lawn Mower Co., Philadelphia, Pa

Levels

Baker-McMillen Co., Akron, O
Stanley Rule & Level Co., New Britain, Ct

Lighting Systems

Bolte & Weyer Co., Chicago, Ill
Windhorst & Co., St. Louis

Lightning Rods

Security Lightning Rod Co, Burlington, Wis

Mail Boxes

Blick-Williams Co., Indianapolis, Ind
Signal Mail Box Co., Joliet, Ill
Smith Bros. Mfg. Co., Chicago, Ill

Meat Choppers

Enterprise Mfg. Co. of Pa. Philadelphia, Pa
Smith & Hemenway, Corp, Ltd. New York

Metal Lath

Wheeling Corrugating Co., Wheeling, W. Va

Metal—Perforated

Harrington & King Perforating Co., Chicago, Ill

Metal Polish

Hoffman, Geo. W., Indianapolis, Ind

Metal Shingles

Burton, W. J. Co., Detroit, Mich
Cortright Metal Roofing Co., Philadelphia
Nat'l Sheet Metal Roof. Co., Jersey City

Metalware

Republic Metalware Co., Buffalo, N.Y

Miters

Whitacre Mfg. Co., J. E., Rockford, Ill

Molding Sand.

Newport Sand Bank Co., Newport, Ky

Motor—Faucet Water

Divine Water Motor Co., New York

Nuts

American Lock Nut Co., Oregon, Ill
Columbus Bolt Works, Columbus, O
Garland Nut & Rivet Co., Pittsburgh, Pa

Oil Cans

Cooney & Geiger, Indianapolis, Ind

Paints

Connors, Wm. Paint Mfg. Co., Troy, N.Y
Dixon, Jos. Crucible Co., Jersey City, N. J
Enterprise Paint Mfg. Co., Chicago

Pencils

Dixon, Jos. Crucible Co., Jersey City, N.J

Perforated Metal

Harrington & King Perforating Co., Chicago, Ill

Pistols

Stevens, J. Arms & Tool Co., Chicopee Falls, Mass

Planes

Stanley Rule & Level Co., New Britain, Ct

Pumps

Beckman Bros., Des Moines, Ia
Berger Mfg. Co., Canton, O

Punches

Ajax Portable Hand Punching Machine Co., Chicago
American Lock Nut Co., Oregon, Ill
Bertsch & Co., Cambridge City, Ind
Globe Mch. & Stamp. Co., Cleveland, O
Niagara Mch. & Tool Wks., Buffalo, N.Y
Sattley Stacker Co., Indianapolis, Ind
Weiss, H. & Co., New York, N.Y

Rasps

Disston, Henry & Sons., Philadelphia, Pa

Registers

Forest City Fdy & Reg. Co., Cleveland, O
Henry & Scheible Co., Cleveland, O
Mueller, L. J., Furn. Co., Milwaukee, Wis
Schwab & Sons Co., Milwaukee, Wis
United States Register Co., Battle Creek, Mich
Walworth Run Fdy. Co., Cleveland, O
Waterloo Register Co., Waterloo, Ia

Rifles

Stevens, J. Arms & Tool Co., Chicopee Falls, Mass
Winchester Repeating Arms Co., New Haven, Conn

Rivets

Hungerford, U. T., Brass & Copper Co., New York, N. Y

Roofing—Asphalt

Stowell Mfg. Co., Jersey City, N.J

Roofing—Iron and Steel

Berger Mfg. Co., Canton, O
Burton, W. J. Co., Detroit, Mich
Canton Art Metal Co., Canton, O
Follansbee Bros. Co., Pittsburgh, Pa
Friedley & Voshardt, Chicago, Ill
Garry Iron & Steel Co., Cleveland, O
La Crosse Steel Roof. Co., La Crosse, Wis
Nat'l Sheet Metal Roof. Co., Jersey City
Republic Metalware Co., Buffalo
Schoedinger, F. O., Columbus, O
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn

Roofing Cement

Connors, Wm. Paint Mfg. Co., Troy, N.Y
Garry Iron & Steel Co., Cleveland, O

Roof Paint

Connors, Wm. Paint Mfg. Co. Troy, N.Y
Dixon, Jos. Crucible Co., Jersey City, N.J
Garry Iron & Steel Co., Cleveland, O

Rules

Lufkin Rule Co., Saginaw, Mich
Stanley Rule & Level Co., New Britain, Ct

Sad Irons

Enterprise Mfg. Co. of Pa. Philadelphia, Pa

Safety Razors

Gillette Safety Razor Co., New York, N Y
Kampfe Bros. Mfg. Co., N. Y. City

Sash Balances

Pullman Mfg. Co., Rochester, N.Y

Saws

Diamond Saw & Stamping Co., Buffalo, N. Y
Goodell-Pratt, Greenfield, Mass

Saw and Saw Sets

Atkins, E. C. & Co., Indianapolis, Ind
Disston, Henry & Sons, Philadelphia, Pa

Scales

Beckman Bros., Des Moines, Ia

Screen Door Check

Pullman Mfg. Co., Rochester, N.Y

Screens—Perforated Metal

Continental Co., Detroit, Mich
Harrington & King Perforating Co., Chicago, Ill

Screens—Radiator

Harrington & King Perforating Co. Chicago, Ill

Screws

Columbus Bolt Works, Columbus, O

Screw Cases

Warren Mfg. Co., Chicago, Ill

Screw Drivers

North Bros. Mfg. Co., Philadelphia, Pa

Scuttle Openers

Bickelhaupt, G., Skylight Works, New York, N. Y

Shears

Bertsch & Co., Cambridge City, Ind
Niagara Mch. & Tool Wks., Buffalo, N.Y
Weiss, H. & Co., New York, N.Y

Sheet Metal Specialties

Friedley & Voshardt, Chicago, Ill

Sheets—Black and Galvanized

Berger Mfg. Co., Canton, O
Republic Metalware Co., Buffalo
Wheeling Corrugat'g Co., Wheeling, W. Va

Sheets—Planished

Ward-Dickey Steel Co., Indiana Harbor, Ind

Shelving—Hardware

Heller & Co., Mont Clair, N. J
Warren, J. D. Mfg. Co., Chicago, Ill

Shot Guns

Winchester Repeating Arms Co., New Haven, Conn

Shovels

Avery Stamping Co., Cleveland, O

Sifters

Stuber & Kuck, Peoria, Ill

Skylights

Bickelhaupt, G., Skylight Works, New York, N. Y

Skylight Gearing

Bickelhaupt, G., Skylight Works, New York, N. Y
Weiss, H. & Co., New York, N.Y

Slate

Auld & Conger Co., Cleveland, O
Johnson, E. J. & Co., New York, N.Y
O'Halloran & Jacobs, Pittsburgh, Pa

Soldering Furnaces

Bickelhaupt. G., Skylight Works, New York, N. Y
Burgess Soldering Furnace Co., Columbus, O
Clayton & Lambert Mfg. Co Detroit
Diener. Geo. W. Mfg. Co., Chicago
Turner Brass Co., Chicago, Ill

Sporting Goods

Enterprise Mfg. Co., Akron, O

Squares, Machinists'

Disston, Henry & Sons, Philadelphia, Pa
Duby & Shinn, New York City, N.Y
Stanley Rule & Level Co., New Britain, Ct

Stampings—Sheet Metal

Avery Stamping Co., Cleveind, O
Globe Machine & Stamping Co., Cleveland, O

Steel Brick and Stone Siding

Wheeling Corrugat'g Co., Wheeling, W. Va

Step Ladders

Adler, H., Co., Carnegie, Pa
Calander, John, St. Paul, Minn
Chandelier & Art Brass Works, Richmond, Ind

Stoves and Ranges

Beckwith, P. D. Estate, Dowagiac, Mich
Born Steel Range Co., Cleveland, Ohio
Foster Stove Co., Ironton, O
Kontny, John, Chicago, Ill
Pittsburgh Stove & Range Co. Pittsburgh, Pa
South Erie Iron Works, Erie, Pa
Van, John. Range Co., Cincinnati, Ohio
Willard, Wm. G., St. Louis, Mo

Stoves—Gas

Adler, H., & Co., Carnegie, Pa
Fanner Mfg. Co., Cleveland, O
Glazier Stove Co., Chelsea, Mich
Pittsburgh Stove & Range Co., Pittsburgh, Pa

Stoves—Oil

Glazier Stove Co., Chelsea, Mich
Taylor & Boggis Fdy. Co., Cleveland, O

Stove Carriers

Kramer Bros. Fdy. Co., Dayton, O

Stove Casters

Kramer Bros. Fdy. Co., Dayton, O

Stove Cement

Dix Jos. Crucible Co., Jersey City, N.J

Stove Clay

Bridgeport Crucible Co., Bridgeport, Ct

Stove Lifters

Kramer Bros. Fdy. Co., Dayton, O

Stove Mats

Stuber & Kuck, Peoria, Ill

Stove Patterns

Cope Pattern Wks., Detroit, Mich
Quincy Pattern Co., Quincy, Ill
Vedder Pattern Works, Troy, N.Y
Weller Pattern Co., Quincy, Ill

Stove Pipe

Hemp & Co., St. Louis, Mo
Republic Metalware Co., Buffalo
Wheeling Corrugat'g Co., Wheeling, W. Va

Stove Pipe Thimbles

Stuber & Kuck, Peoria, Ill

Stove Polish

Black Silk Stove Polish Wks., Sterling, Ill
Nickel Plate Stove Polish Co., Chicago
Silver Leaf Stove Polish Co., Indianapolis, Ind

Stove Repairs

Brauer, A. G., St. Louis, Mo
Kramer Bros. Fdy. Co., Dayton, O
Manufacturers' Stove Repair Co., Chicago
Morris, J. L., Stove Repair Co., Chicago

Stove Trimmings

Fanner Mfg. Co., Cleveland, O

Sugar Kettles

Sperry & Co., Batavia, Ill

Tacks—Thumb

Hawkes & Jackson, New York

Tanks

St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn

Tanks—Oil and Gasoline

Smith Bros. Mfg. Co., Indianapolis, Ind

Tapes

Lufkin Rule Co., Saginaw, Mich

Thermostats

Howard Thermo. Co., West Oswego, N. Y

Tin Boxes—Plain and Decorated

Johnson, O. D., Batavia, N. Y

Tin—Perforated

Harrington & King Perforating Co., Chicago, Ill

Tinplate

Berger Mfg. Co., Canton, O
Canton Art Metal Co., Canton, O
Eller, J. H. & Co. Canton, O
Follansbee Bros. Co., Pittsburgh, Pa
Garry Iron & Steel Co., Cleveland, O
Illinois Roofing & Supply Co., Chicago, Ill
Lee-Glass-Andreesen Hdw. Co., Omaha
McClure Co., Philadelphia, Pa
Merchant & Evans Co., Philadelphia, Pa
Republic Metalware Co., Buffalo
Schoedinger, F. O., Columbus, O

Tinware

Stuber & Kuck, Peoria, Ill
Sturges & Burn Mfg. Co., Chicago

Trowels

Atkins & Co., Indianapolis, Ind
Avery Stamping Co., Cleveland, O
Disston, H. & Sons, Philadelphia, Pa

Tubs and Pails

Wheeling Corrugat'g Co., Wheeling, W. Va

Typewriters

Remington Typewriter Co., Chicago

Valve Regulators

Howard Thermo. Co., West Oswego, N. Y

Ventilators

Friedley & Voshardt, Chicago, Ill
Globe Ventilator Co., Troy, N.Y
Merchant & Evans Co., Philadelphia, Pa
Powers Bros., Streator, Ill

Washers

Waverly Woodenware Wks., St Joseph, Mo

Washing Machines

Benbow-Brammer Mfg. Co., St. Louis, Mo
Brammer, H. F. Mfg. Co., Davenport, Ia
Clark, Quien & Morse, Peoria, Ill
White Lily Washer Co., Davenport. Ia

Wire Anchors

Lenawee Mfg. Co., Adrian, Mich

Wire Goods

Denning Wire & Fence Co., Cedar Rapids, Ia
Pittsburgh Steel Co., Pittsburgh, Pa

Wants and Sales.

For yearly subscribers to THE AMERICAN ARTISAN will be inserted under this head advertisements of six lines WITHOUT CHARGE for employers wishing to secure employes, persons seeking situations, parties desiring to purchase a business, businesses for sale, partners wanted, to exchange, etc. Those who respond to these announcements will please mention that they read the advertisement in THE AMERICAN ARTISAN.

BUSINESS CHANCES.

PATENTS

HUBERT E. PECK, 623 F St., N. W., Washington, D. C. Consulting Expert in Patent Causes. U. S. and Foreign Patents. Send for leaflet on "Rejected Patent Applications."

For Sale—Hardware, hot water and furnace, pump and windmill business. Will invoice $4,000. Located in town of 700. Best farming county in state; 17 miles from Madison, Wis. Only business of the kind in town; one small hardware competitor. Business good. Reason for selling, other interests. Good chance for a good man. Don't answer unless you mean business and can pay cash. Address N. M. Nelson, Deerfield, Wis. 1-3t

For Sale—One 20-inch P. S. & W. bar folder and one 30-inch square shears, both in good working order. Price for both, $35.00, f. o. b. Homestead, Pa. Address J. H. Roberts, 241 8th ave., West Homestead, Pa. 1-3t

For Sale—A good clean stock of hardware, stoves, tinware, queensware and good implements. Also tinshop in building. Located in a good farming community in eastern Iowa. Will sell all or retain implement business. Good reason for selling. Address No. 1, care of THE AMERICAN ARTISAN. 1-4t

Wanted—Partner with $1,500 to buy interest in tin and sheet metal business. Good Chicago suburb. Address T. S. H., care of THE AMERICAN ARTISAN. 1-3t

Wanted—A partner with some knowledge of tin and repair work. Have made a success in my line of business and wish to take in a young or middle-aged man to buy a part interest in hardware and general merchandise. Address E. C. Alsmeyer, Cottage Grove, Wis. 1-3t

Wanted—A second-hand Ideal lawn mower grinder. Address F. H. Gaskell, Baraboo, Wis. 1-3t

For Sale—A stock of hardware, invoices $800.00; tinshop and fixtures, $700.00; good location; will sell for $5,000.00; good reason for selling. Address Box 23, Bryan, Ohio. 4-3t

For Sale—A tin ship and cornice works doing a good business in town of 6,000 population in central Illinois. Installing between 30 and 40 furnaces yearly, business well established and widely advertised. Practically new tools; all latest patterns. Can show a $9,000 business last year. Very best reason for selling. Price, $1,500. Address, Success, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 4-3t

For Sale—Good clean harness stock of $1,400; no competition; large territory and good farming district; no trade. Address C. E. St. John & Co., Melvin, Ia. 2-3t

For Sale—A clean $4,500 stock of hardware located in one of the best farming localities in north central Illinois; disagreement of partners reason for selling. Address L. P., care of THE AMERICAN ARTISAN. 3-3t

For Sale—Tin shop; good established business; will sell reasonable; location, central Nebraska; stock and tools will invoice about $2,000; also good furnace and cornice business. Address G. I., care of THE AMERICAN ARTISAN. 3-3t

Wanted—Buyer for best paying hardware business in state; stock and buildings about $8,000; investigate. Address Morgan & Co., Starkweather, N. D. 3-3t

Wanted—A second-hand elevator for a two-story building; capacity of 1,000 pounds; hand power; must be in good order and cheap. Address J. H. Uplinger, Kingston, DeKalb Co., Ill. 3-3t

For Sale—An A1 tinning, plumbing and slate business in the state of Ohio; only shop in town of 2,000; will invoice over $1,800; cash sale; good reason for selling. Address O. Jobe, Jefferson, Ohio. 3-3t

For Sale—One-half interest in stock of hardware located in a good farming country in Wisconsin. Address Wisconsin, care of THE AMERICAN ARTISAN. 3-3t

For Sale—The best hardware, plumbing and heating business in southern Iowa; $8,000 can handle the deal; did $25,000 business last year; ill health cause for selling. Address C. H. R., care of THE AMERICAN ARTISAN. 3-3t

For Sale—An old established hardware business in a good town, Champaign Co., Ill.; only hardware stock in town; doing a good business; reason for selling, on account of age; write if you mean business. Address Box 18, Tolono, Ill. 3-3t

For Sale—One-half interest in a good paying tin, plumbing and heating shop with a first-class line of stoves; a good town with all the work that two first-class mechanics can do; I am a good mechanic myself; this is a snap. Address Snap, care of THE AMERICAN ARTISAN. 3-3t

For Sale—First-class hardware business; best location in city of 17,000, in central New York. Rent very low. Will sell at inventory, about $6,000; cash only. Fine opportunity to step into a good safe paying business. Stock clean, consisting of heavy and shelf hardware, glass, paints and oil, stoves and ranges, gas fixtures, etc. Tin shop and gas fitting. Address, New York, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2-3t

Exchange—For a stock of hardware, an improved farm of 312 acres, 2½ miles from Crookston, Minn.; 240 acres under plow, balance in pasture and meadow; large house, barn, granary, corn crib, machine shed, milk and ice houses; also two flowing wells. Address L. M., Box 400, Ruthton, Minn. 3-3t

For Sale—A clean, well assorted stock of tin and hardware, stoves, paints, tinner's tools, fixtures, safe, horse, harness, buggy and wagon; will invoice about $2,500 for entire stock and trade; fine location; rent very reasonable; good chance for a hustler; sickness the reason for selling out. Address Geo. Sichling, 241 4th st., Milwaukee, Wis. 3-3t

For Sale—Good tin shop, located in Denver, Colo. Good set of tools, mostly new. Work for two men all the time; good place for an invalid to regain his health. Address, California, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2

For Sale—A plumbing, pump and windmill business, tin and furnace shop connected. Located in lively town of 2,000 in northeastern Kansas. A very good opportunity for a man who understands plumbing, furnace and hot water heating. Address, Lock Box 605, Sabetha, Kans. 2-3t

For Sale—Tin shop; good business; new stock and tools; no debts. Reason for selling, sickness. Address, "Good Chance," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 1-3t

For Sale—Good stock of hardware; invoice about $7,000; in north central Iowa; only hardware stock in growing town; good farming territory. Address, "Good Stock," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 1-3t

TINNER'S TOOLS.

Wanted—A second-hand punch machine for ¼-in. iron. Address H. G. Heck, Bonduel, Wis. 4-3t

Wanted—A second-hand tin folding machine 20¾ in. wide; must be cheap. Address P. A. Christensen, Dannebrog, Neb. 4-3t

Wanted—A second-hand 8-foot gutter beader. Must be in good condition. Address Joe Lauth, Pontiac, Ill. 4-3t

For Sale—Full line of tinner's tools, store fixtures, double bit axles, etc. All cheap and good. Address Lock Box 315, Alden, Minn. 4-2t

For Sale—One No. 4 O K steel cornice brake made by Dreis & Krump of Chicago, Ill. This brake has only been used about two weeks and is in perfect condition and will be sold for $75, f. o. b. cars Antigo, Wis. Address The J. C. Lewis Co., Antigo, Wis. 2-3t

For Sale—A good chance for a tinner who understands pump work in shop equipped with latest improved tools; town of 4,000; plenty of work the year around; can be bought for $300 if taken at once; good reason for selling. Address "Good Opportunity," care of THE AMERICAN ARTISAN.

HELP WANTED.

Wanted—A first-class tinsmith for outside work. Steady job. Address Lincoln Tank & Plumbing Co. 1-3t

Wanted—A first-class store salesman for the states of Wisconsin, Minnesota and the Dakotas. State experience and salary expected. Milwaukee man preferred. Address Wide-a-Wake, care of THE AMERICAN ARTISAN. 1-3t

Wanted—Tinner who wants steady job. Knowledge of hot water heating desirable, though not absolutely essential. Good place for sober, reliable workman. Address The Pinkerton-Kellogg Co., Lakota, N. D. 1-3t

Wanted—Young man tinner with 3 or 4 years' experience. General tinshop work. Give all particulars regarding yourself in first letter. Also state wages wanted. Address A. B. H., care of THE AMERICAN ARTISAN. 1-3t

Wanted—Good tinner and furnace man. Steady position by the year. Address D. I., care of THE AMERICAN ARTISAN. 1-3t

Wanted—A good tinner and slater for season of 1906. Competent to do furnace work. Steady work. Address 340 High st., Hamilton, Ohio. 1-3t

Wanted—Man to do tinning, slating and furnace work. Temperance and good habits. Steady job for right man. Address Lawrence & Brightman, Berea, Ohio. 1-3t

Wanted—Wood carvers on stove pattern work. Steady work for the right men. Apply Quincy Pattern Co., Quincy, Ill. 1-3t

A young man 30 years old, with five years' experience on the road and four years as advertising and office manager would like an opening with a progressive manufacturer who wants to extend his business with the retail hardware trade. He prepares the kind of catalogues, booklets and advertisements that attracts and convinces, and writes the sort of letters that bring orders. He isn't out of work, but he wants to connect with a man who is looking for business all the time. Address M. F. G., care of THE AMERICAN ARTISAN office. 1-3t

Wanted—A solicitor who can sell steel furnaces for a retail firm in a large city. A big opportunity and a guaranteed thing in a fine western city for a bright man. Address Lenox Furnace Co., Marshalltown, Ia. 4-1t

Wanted—A successful furnace dealer who is looking for a bigger opportunity in a large western city; guaranteed proposition; must be able to sell and manage large force at setting. Address Lenox Furnace Co., Marshalltown, Ia. 4-1t

Wanted—A solicitor who can sell steel furnaces for a large retail firm on the Pacific Coast. Excellent position for a man of demonstrated ability. Address Lenox Furnace Co., Marshalltown, Ia. 4-1t

Wanted—Tinner and workman that has some knowledge of plumbing. A man that will be a credit to the town. Married man preferred. Must furnish references as to honesty and character. Address 87, care of THE AMERICAN ARTISAN. 4-3t

Wanted—A wideawake, hustling hardware clerk; would prefer some one that wishes to buy a part interest in hardware business; state age and wages wanted. Address H. S. R., care of THE AMERICAN ARTISAN. 4-3t

Wanted—A good all around clerk for a retail hardware store; a permanent position for the right party. Address X, care of THE AMERICAN ARTISAN. 3-3t

Wanted—A good tinner for inside and outside work; assistant in hardware store in a country town; steady job for the right party; young married man preferred. H. T. P., care of THE AMERICAN ARTISAN. 3-3t

Wanted—Reliable young married man to clerk in hardware store who has some knowledge of bookkeeping; send references; steady work. Address D. L. Baughman, Albion, Ind. 3-3t

Wanted—A first-class experienced superintendent familiar with the steel range business; competent to handle a large force of men; good salary and permanent employment to the right man; no one considered who has not already a successful experience in this line. Address B. W., care of THE AMERICAN ARTISAN. 3-3t

Wanted—Good tinner and slater at once; good steady job the year around and good wages. Address, Herman Von Blon, Upper Sandusky, Ohio. 2-2t

HELP WANTED.

Wanted—A good live, up-to-date clerk and stove salesman; must be strictly temperate; good habits, good penman, speak German, and come well recommended; steady job with chance for advancement to the right person; give references and wages expected in first letter. Address Triggs Hdw. Co., Lake Park, Iowa. 3-3t

Wanted—Traveling salesman calling on the hardware trade in the states of Iowa, Illinois, Wisconsin, Minnesota, Nebraska and Missouri, to sell washing machines. Will pay liberal commission. Address S. McGranahan, Davenport, Iowa. 2-3t

Wanted—Tinner, good all around man with knowledge of plumbing; must be reliable and steady to go to work at once. State particulars and wages wanted. Address Boyd Bros., Glen Ellyn, Ill. 2-3t

Wanted—A first-class mechanic to do plumbing, tinning, furnace work, steam and hot water heating and take care of shop. Must be able to figure from plans and specifications and take charge of helpers. Good wages to the right man. Address, G. W., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2-3t

Wanted—Tinner and all around man in shop connected with hardware store; steady work year around; must be sober. Married man preferred. Must furnish references as to honesty and character. State wages. Address, G., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2-3t

SITUATIONS WANTED.

Situation Wanted—By a tinner and furnace man, age 40, to travel for a furnace house or a tin and sheet iron, steel ceiling, tinner's stock or a line of stoves. Can handle any of the above lines. Iowa preferred. Address G. H. Co., care of THE AMERICAN ARTISAN. 1-3t

Wanted—A position as manager, buyer or salesman in store department, either in city or elsewhere. Have a thorough and practical knowledge of business and familiar with all lines of stores. Can furnish A1 references as to ability. Address A, care of THE AMERICAN ARTISAN. 4-1t

Wanted—Position as a traveling salesman; have had 10 years' experience in the stove line; can furnish best of references. Address Lock Box 23, care of THE AMERICAN ARTISAN. 4-3t

Wanted—By a practical successful stove and range salesman commanding confidence of dealers; have established trade in Wisconsin, Minnesota and Dakotas and can build new trade on high grade registered trade mark line. Would consider establishing branch ware house in Minneapolis. Also have handled successfully on special trips, Ohio trade in gas goods, stoves and ranges. Also can manage and instruct salesmen. Address, "Salesman of Ability," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 4-3t

Wanted—Position in first-class sheet metal workshop to learn the business. Address Lock Box 366, Sycamore, Ill.

Situation Wanted—All around tinner and furnace man; also can do ordinary plumbing and pipe work. Single man; middle age, and have had 15 years' experience. Situation in southeastern Iowa preferred. Can furnish good references. Address, Furnace, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 2-3t

SPECIAL NOTICES.

WANTED.

First-class salesmen, by leading furnace and boiler manufacturer. Only men who have had actual experience in warm air, steam and hot water heating wanted. Prefer men who have sold goods to the trade. Excellent opportunity for the right men. Established trade in territory. Address O. B. J., care AMERICAN ARTISAN, Chicago. u.f.n.

WANTED

Wood Pattern Makers on Stove work. Address "Pattern Maker," care of AMERICAN ARTISAN. u. f. n.

WANTED.

Position as traveling salesmen for a first-class line of stoves and ranges. Excellent references. Western territory preferred. Address Salesman, care THE AMERICAN ARTISAN. 3-3t

WANTED.

Salesman, to represent in the New England States, on a commission basis, a prominent manufacturer of boilers and furnaces. Also one for New York City. Good opening for aggressive salesman. Address W. B. J., care THE AMERICAN ARTISAN, Chicago. u. f. n.

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High class salesmen to represent trade mark line of stoves in Kansas or Missouri. Please state age and experience in your answer.

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I am a practical experienced stove manufacturer. I know how good goods should be made and I know how to conduct an office. Have had considerable experience in manufacturing steel ranges. I am looking for an opening where my services will be appreciated. Address "Tom," care of THE AMERICAN ARTISAN, CHICAGO. ufn 22

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A first class iron pattern fitter, one who is competent and will turn out work rapidly. Good wages to the right man who can come well recommended. Address

Richmond Pattern & Structural Iron Works, Richmond, Va. 1t-5.

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Agents to handle high grade stove polish for stove dealers' use; to sell as side line. Good commission. Address

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Or will place on royalty, No. 808,360 Combination Tank Heater and Feed Cooker. Cooks feed by steam, can be manufactured from galvanized sheet iron, and will sell. It's what the farmers want. Investigate this. W. G. Griffiths, Ros[illegible] -5.

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HARDWARE WANTED: Have a good improved farm in Iowa and one in Illinois to exchange for a stock of hardware or hardware and implements. Address "Exchange," care of THE AMERICAN ARTISAN. 3-4t

WANTED

A man to take charge of a Gas Range manufacturing department making over one hundred ranges per day; one who is capable of organizing and systematizing such a department for economical production. Liberal salary will be paid to the right man. Apply, with full information as to previous experience, and references, to GAS, care of The AMERICAN ARTISAN, 69 Dearborn St., Chicago. 5

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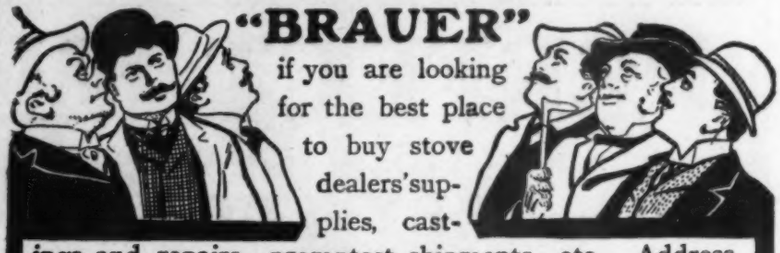

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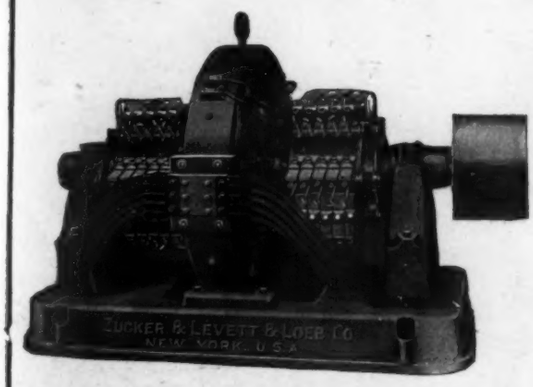

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Common...	$1.00	1.20	1.40	1.40	1.55	1.55	2.25	doz.
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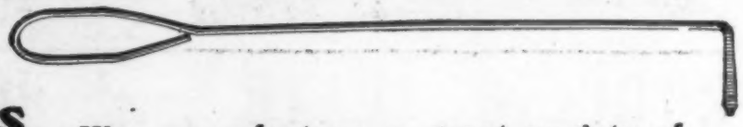

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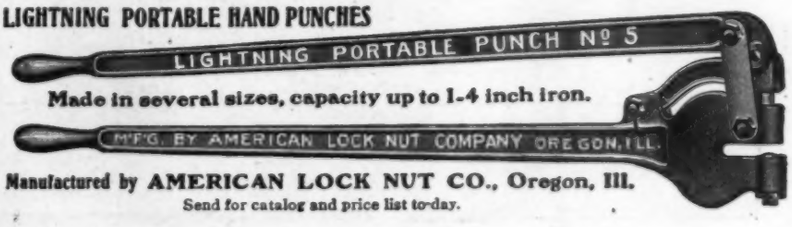

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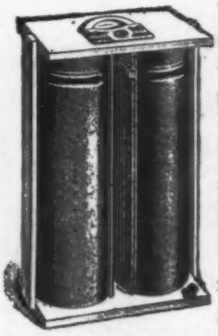

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Russia finish, pat. lock

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It is made of a very high grade of uniform color Blue Polished Steel, and is coated to prevent rusting. Made in all sizes.

Packed twenty-five and fifty joints to crate. For sale by the jobbing Hardware Trade throughout the United States.

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In the event your jobber does not handle this pipe send your inquiries to us

Elbert Stebbins
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I can honestly say that is the best paper printed on the subject.

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GARRY IRON & STEEL CO., Cleveland, Ohio

Conductor Pipe, Eaves Trough, Gutters, Roofing, Siding, Corrugated Iron, Tin and Terne Plates, Etc.

THE largest producers in the west solicit the orders of the trade for Art Metal Ceilings, Architectural Ornaments, Roofing, Corrugated Iron, Galvanized Iron, Corrugated Conductor Pipe, Finials, Weather Vanes, Cresting, Etc., Sheet Copper, Galvanized Steel Tanks for All Purposes.

FRIEDLEY & VOSHARDT CO., INC.

194-204 MATHER STREET : : : : : : CHICAGO, ILL.

STEEL CEILINGS!

DROP A POSTAL FOR New Cat!!

ROOFINGS
SIDINGS
EAVE-TROUGH-CONDUCTOR

CORNICES!

SKYLIGHTS!

QUICK SHIPMENTS!!!

La Crosse Steel Roofing & Corg. Co., La Crosse, Wis.

Persistent Advertising

ONE who watches carefully the pages of general advertising mediums is struck by two things: the persistency with which those advertisers who are recognized as successful maintain their advertising week after week, month after month, and year after year; they never seem to abate their effort, apparently the volume of their business increases steadily. The other thing noticeable is the large number of advertisers who thrust their announcements above the surface for a little while and then sink into oblivion. They either had not merit as a basis for their claims or they did not possess the skill to steer their enterprise successfully, or else they lacked the nerve to put forth proper effort.—*Advertising Experience.*

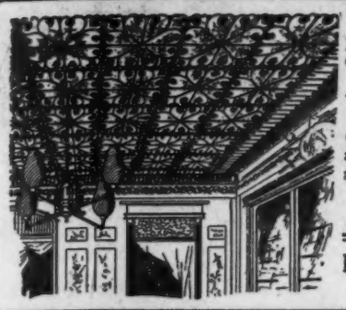
Canton Metal Ceilings are best always "because the construction is right." Ask for our beautiful book, "Art in Metal Ceilings." It costs but a postal. :: :: :: :: ::

THE CANTON ART METAL CO.

Successors to
THE CANTON STEEL ROOFING CO.

Office and Works:
CANTON, OHIO

New York Agency:
525 West 23rd Street



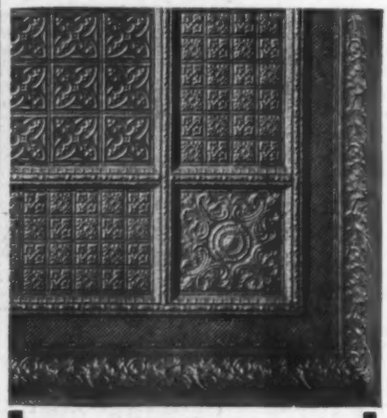
Use the same good judgment in selecting your Metal Ceilings as you do in buying other stock.

The more you investigate, the better you will like our line of ceilings.

Our designs are richer and more clearly defined. Made for all kinds of places,—and designs to harmonize with location, and purchaser's desires and purse.

Ask for Our Catalogue and Prices.

Illinois Roofing & Supply Co.
23 Lake Street, CHICAGO



HOMESEEKERS EXCURSIONS Via NORFOLK & WESTERN RAILWAY
On FIRST and THIRD TUESDAYS in each month to **VIRGINIA**
For all information as to Rates and Tickets and for LAND PAMPHLETS and descriptive matter, address ALLEN HULL, D. P. Agt., Columbus, Ohio

GET OUR PRICES ON

Metal Ceilings,

TIN PLATE,

EAVES-TROUGH, CONDUCTOR PIPE,

CHARCOAL IRON TIN,

CORNICE, SKYLIGHTS, FINIALS, Etc.

BEFORE BUYING.

J. H. ELLER & CO., Canton O.

The Edwards Metal Ceiling

We want Agents Everywhere

Send for New Catalogue T showing complete line

Get our Special Proposition to Agents

There's Money In It.

Write to-day

The Edwards Mfg. Co.
"The Sheetmetal Folks"
300-316 Eggleston Ave.,
Cincinnati, O., U. S. A.

Lock-Joint Metal Ceilings

are easily erected by any mechanic, at a saving of nearly 50% in labor and furring. The edges are formed on the plates and we furnish (without extra charge) the special tongs for tightening the joints. Only 4 nails to the plate. "Absolutely Dust-Proof."

Write for Catalogue D.

S. Keighley
Metal Ceiling & Mfg. Co.
Pittsburg, Pa.
WASHINGTON 1535 F St., N.W. BALTIMORE 510 W. Pratt St.

60 YEARS' EXPERIENCE

PATENTS

TRADE MARKS
DESIGNS
COPYRIGHTS &C.

Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. HANDBOOK on Patents sent free. Oldest agency for securing patents.

Patents taken through Munn & Co. receive *special notice*, without charge, in the

Scientific American.

A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, $3 a year; four months, $1. Sold by all newsdealers.

MUNN & Co. 361 Broadway, **New York**
Branch Office, 625 F St., Washington, D. C.

TRADE MARK STAR BRAND

WE CARRY IN STOCK READY TO SHIP ON RECEIPT OF ORDER

TRADE MARK STAR BRAND

"STAR BRAND"

SHEET COPPER

Aggregating over 300,000 Pounds and Comprising over 150 Different sizes and thicknesses in following forms:

Soft, Plain. Cold Rolled and Levelled. Cold Rolled Oval Flats
Cold Rolled Polished, Plain. Cold Rolled Polished, Tinned One Side Cold Rolled, Tinned One Side.
Soft, Tinned One Side. Soft Anodes

CATALOGUE SHOWING FULL ASSORTMENT SENT ON REQUEST

V. T. HUNGERFORD BRASS & COPPER COMPANY
497-505 PEARL ST. NEW YORK 37-43 PARK ST.

WE MANUFACTURE

LIGHTNING CONDUCTORS

WITH

GROUND RODS

(PATENTED APRIL 30, 1905)

With Automatic Water Supply

The ground rod is the most important part of the rod Sometimes the ground is perfectly dry, and the deeper the harder the ground is in some localities. By our invention you can be sure of two feet or more of water all the time in the rod and moist earth around the point in the ground. It is made of ⅝-inch pure copper tube. We want to furnish it to a responsible dealer in every town or city in the United States.

We manufacture Weather Vanes of all kinds. They can be used with or without lightning rods.

WRITE FOR CATALOGUE. 40 PAGES FREE.

The Security Lightning Rod Co.
BURLINGTON, WIS.

LET US BE YOUR FACTORY!

ALL KINDS OF MANUFACTURING TO ORDER.

Special Devices, Novelties or Appliances manufactured to order by contract. Send models or perfect drawings for estimates. We also make Dies and Stampings. Write for our Booklet.

THE GLOBE MACHINE & STAMPING CO.
971 HAMILTON ST., CLEVELAND.

VICTORIA SHINGLE

CORTRIGHT

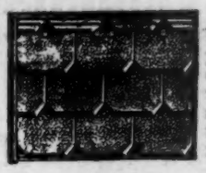
METAL SLATE

Tinners: The only thing to prevent you from laying Cortright Shingles as well as plain tin roofs is your own inclinations. There's money in it.

CORTRIGHT METAL ROOFING CO.,
Philadelphia " " Chicago

Chicago Office, 47 Market Street.

BURTON'S
Eastlake Shingles



Have been on buildings for 17 years, in good condition yet. Better than any metal, slate or wood roofing sold. Write for catalog.

The W. J. Burton Co.
DETROIT, MICH.

31-inch Forming Roll

This Forming Roll is built in all standard sizes, with our Patented Opening Device, by means of which it is opened and closed in a few seconds. We build a complete line of Shears and Punches, all sizes, for hand or belt power.

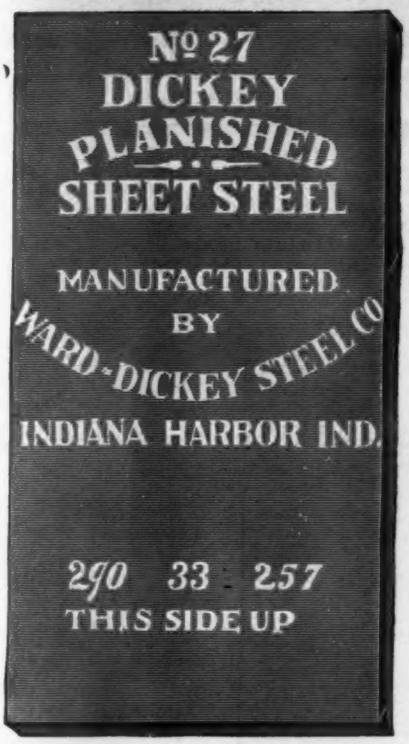
BERTSCH & CO., Cambridge City, Ind.

Skylight Lift

A new device whereby a skylight can be raised or lowered as easily as a weighted window. Constructed of steel and malleable iron; has a movable slide-holder to adjust itself, and can be opened to any distance desired. Always locks automatically, open or shut. Can be applied to either hipped or flat skylights easily and quickly.

SEND FOR PAMPHLET

G. Bickelhaupt Skylight W'ks
243-245 West 47th St., NEW YORK.
Trade "G. B." Mark.



Hammer Planished

In the essential properties that make for looks, work and wear, it has no equal.

Gauges No. 18 to 28 inclusive : : :

Manufactured by

Ward-Dickey Steel Co.

INDIANA HARBOR, IND.

TOOLS FOR SHEET METALS

No. 2 Beader.

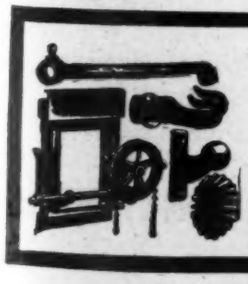
INCLUDING

Tinners' and Roofers' Tools, Shears, Punches, Presses and Dies, Can-Making Machinery

MADE BY

Niagara Machine & Tool Works

BUFFALO, N. Y.



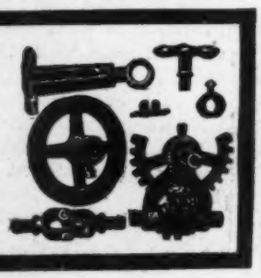
H. WEISS & CO.

20 CLIFF STREET, NEW YORK.

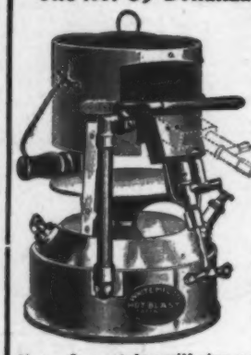
SKYLIGHT GEARING AND CHAIN LIFTS

TINSMITHS' & PLUMBERS' TOOLS.
CORNICE MAKERS' TOOLS.
COPPERSMITHS' TOOLS.
PIPE THREADING MACHINES.

SECOND-HAND GOODS BOUGHT, SOLD AND EXCHANGED.



Hottest On Earth.
The No. 39 Bonanza Furnace

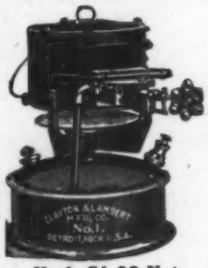


That is what we give you when buying a No. 39 Furnace for all around work. The tank is made of seamless drawn brass. We make many styles of Furnaces and Torches for kerosene as well as gasoline. Our catalog will give you full particulars. Order through any jobber, or send us $4.50; we will ship direct.

THE TURNER BRASS WORKS,
26 No. Franklin Street, - Chicago

Why You Should Use a No. 1 Fire Pot

Its generator is powerful and produces a large volume of flame which is intensely hot and easily controlled, using less than half the gasoline required by other makes. It therefore will *save the user its cost* in a short time. The No. 1 has many points of advantage which save much time to the users and enables them to quickly do work not possible with other makes. Our catalog is free and it explains why *you cannot afford* to use other makes if presented to you. Our guarantee, "Your money back if you are not pleased," makes it safe to try our fires Jobbers supply at factory price.



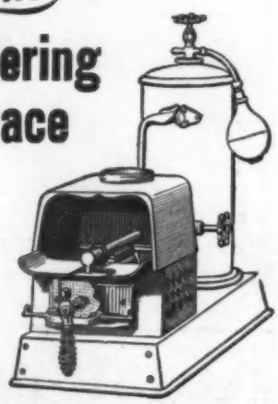
No. 1—$6.00 Net

CLAYTON & LAMBERT MFG. CO.
Detroit, Mich., U. S. A.

ASK YOUR DEALER FOR THE

Sem

Soldering Furnace



AND YOU WILL MAKE NO MISTAKE

Always Ready—No Smoke—No Odor—No Noise—Unexcelled—Unequalled—Unrivaled—Safe—Sure—Durable.
GALVANIZED IRON, BRASS OR COPPER RESERVOIR.
Equipped with Cylindrical Slotted Burner.

MADE ONLY BY

BURGESS SOLDERING FURNACE CO.
COLUMBUS, OHIO, U. S. A.

The Classified Index Has Page Numbers

Genuine Charcoal Plate

This most durable plate is made from genuine charcoal iron in open knobbling furnaces with hard-wood charcoal as fuel for melting and refining. All impurities are removed by steam hammers, making a charcoal iron, the purest known to the chemist. Every sheet is evenly and properly coated on both sides by the Palm Oil Process. If you want the best, we recommend SCHOEDINGER'S OLD STYLE CHARCOAL PLATE.

We also have a complete line of superior roofing plate such as;—

Schoedinger's Extra Coated Old Style

Columbus Old Style. Alladin Old Style Honest Abe Old Style
Wyandotte (Stamped) Frances Old Method Panama (Stamped)

Our stock of Bright Charcoal Plate is very full, including;—IC to XXXX in the "A" and "AAA" qualities. We mention also our large line of heater pipe sizes;—
IC-20x28 IC-20x29½ IC-20x32½ IC-20x39 IX-20x28 IX-20x29½ IX-20x32½ IX-20x39

All orders filled promptly on short notice.

Send For Our Big Catalog

F. O. SCHOEDINGER, Columbus, Ohio
Dept. 2 **146—North Third St.—148**

METAL CEILING SELLING AND ERECTION

Metal Ceiling selling and erection is a profitable business from every standpoint. We furnish the ceilings ready to erect, with drawings showing the location of each piece. Requires no heavy investment and always bring good returns. Berger "Classik" steel ceilings are the most popular and the best sellers. Write for catalogue and prices to dealers. The winter season is a profitable time to handle steel ceilings.

Black Steel Sheets
Galvanized Steel Sheets
Eaves Trough and Hangers
Conductor Pipe and Fittings
Cornices
Skylights

Rock Faced Stone
Metal Shingles
Spanish Tile Roofing
Metal Lath
Fireproofing Material
Luminous Sidewalk Lights

V Crimp Roofing
Corrugated Roofing
Corrugated Siding
Steel Pressed Brick
Rock Faced Brick

Ventilators
Crestings
Ridgings
Finials
Steel Roll Roofing
Continuous Roll Tin Roofing
Metal Partition Studs
Corrugated Iron Doors and Shutters
Architectural Sheet Metal work of all kinds
Stove Pipe Iron

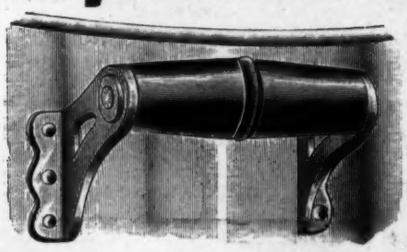
Try our Guaranteed Re-Hammered Charcoal Iron Tin Plate and Black and Galvanized Sheets.

CATALOGUES ON REQUEST

THE B RGER MANUFACTURING COMPANY, Canton, Ohio

NEW YORK. 210 East 23d St. **BOSTON.** 112 Bedford St. **PHILADELPHIA.** Art. 127- 0-6 1215 Filbert St. **ST. LOUIS.** 623 North Main St.

Keystone Boiler Handles



No. 3 Extra heavy just ready for the market. The sides are of heavy stamped steel, well tinned. Will stand any strain.

No. 1 Regular size for oval boilers.

No. 2 Regular size for square boilers.

No. 3 Extra heavy for oval boilers, can be shaped to fit square end boilers.

Send for samples.

BERGER BROS. CO., Philadelphia

Plain and Decorated Tin Boxes.

Sheet Metal Stamping and Sheet Metal Work of All Kinds TO ORDER.

Low Prices on All Special Work.

O. D. JOHNSON STAMPING WORKS, 25 Liberty Street, Batavia, New York

THE VICTOR

Most assuredly

A WINNER

Strong and **Durable,** and the only one that lasts "to the finish," the **"Victor Coal Hod"** has no equal.

We make other kinds of tin and galvanized ware, including the popular Victor Water Pails and Wash Tubs.

THE VICTOR STAMPING CO., Broadway, Loveland, Ohio

Wheeling Galvanized Tubs and Pails Always Satisfactory

MANUFACTURED BY

WHEELING CORRUGATING CO., Wheeling, W. Va.

TUB SIZES, - 0, 1, 2, 3
Inches Diameter 18, 20, 22, 24
SIZE STAMPED ON BOTTOM OF EACH TUB

Made With and Without Wringer Attachment.

Perfectly Galvanized after they are made. Workmanship Guaranteed. Will Not Leak.

THE WHEELING PAIL

SIZES: 8, 10, 12 AND 14 QUARTS

IT IS PROFITABLE TO BUY THE BEST

Branch Offices and Warehouses

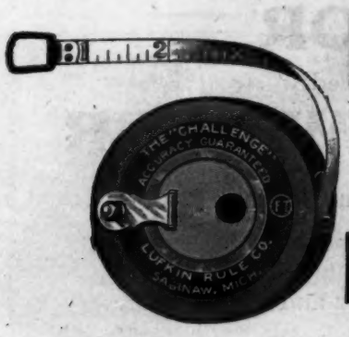
New York City - - - 47-51 Cliff Street
Chicago - - - 45 and 47 Lake Street
St. Louis - 112, 114, 116 South Eighth Street
Philadelphia - 402, 404, 406 Race Street
Boston, Mass. - 132 and 134 Pearl Street
CHATTANOOGA, TENNESSEE

Large Stocks of all our Products are Carried at the Factory and in all the Warehouses

Prompt and Courteous Reply to any Inquiry

Nested ready to ship. We ship quick

WHEN a logger places a wedge in a log and hits it a blow he does not know how much of a split the effort will make, but he does know that if he continues to hit the wedge the log will soon lie in twain. The driving wedge to business is advertising. You cannot expect to make your success with a single ad, no matter how large. Continual rapping does it.

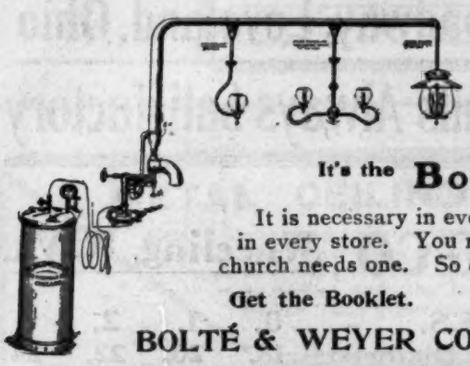


Measuring Tapes

Steel, Metallic, Linen, etc. Our goods are Recognized as the Best. Tinners' Rules, Magic Pattern Rules, etc. Send for Catalogue and Mention The American Artisan.

Lufkin Rule Co.

SAGINAW, MICH.



CUT IT DOWN

Cut down the expense. Don't burn your dollar bills. It costs less than electricity, less than gas. It is better than either—better than day. It is powerful, steady, simple and it's cheap.

It's the **Bolte & Weyer Lighting System**

It is necessary in every store where gas and electricity are not used. It is preferable in every store. You need it in your store. Your neighbor needs it in his store. Your church needs one. So does your home and your neighbor's home.

Get the Booklet. **Systems Shipped on 30 Days' Approval.**

BOLTÉ & WEYER CO., Manufacturers, 221-223 MICHIGAN STREET, CHICAGO

"A SQUARE DEAL TO EVERY MAN"

Do not invest in Gasoline Lights until you see new catalogue and prices of the famous

PRIMO LIGHTS

We make the best and cheapest for quality. Gravity lamps, Arc Pressure Lamps, Hollow Wire Systems and Gas Machines. For house, store or streets. Also "rapid work" air pressure stoves for candy cookers and bakers. All of the Primo Goods show recent improvements in design and working details in advance of the times. Gasoline affords the only method of lighting which combines economy, brilliancy and independence.

Write at once for catalogue. Special discounts to the trade. We will ship on open account to any merchant in good standing.

WINDHORST & CO.
107 N. 12th St., St. Louis, Mo.

"PRISCO—Lights the World."

USE the same good judgment in buying Lanterns that you do in selecting the rest of your stock—and you'll buy "PRISCO" Lanterns every time.

Stand a "PRISCO" side-by-side with any other lantern, your favorite line for instance, and note the difference.

Better, brighter finish, larger oil fount, a genuine "Macbeth" globe, the wick in the burner all ready for lighting, the reinforced burner plate, the genuine charcoal tin, made to our exacting specifications.

No wonder the "PRISCO" leads wherever competition is hottest.

No wonder the "PRISCO" is a favorite with Jobber, with Dealer, with User.

Get our "PRISCO" Lantern Proposition

PRITCHARD-STRONG CO.
25 Circle Street Rochester, N. Y.

5,000 Candle Power Vapor Lighting System makes illuminating gas at 12 to 15 cents per thousand cubic feet. It will pay for itself in four months. Will cost you nothing to try it. We will give to any responsible party six months' time to pay for the plant. Sold on approval, guaranteed for five years. We are not imitators, but originators and manufacturers of the wonderful vapor lighting systems. Write us for a catalogue.

The New White Light Gas Company
(INCORPORATED)
312 West Madison St., CHICAGO, ILL.

Don't wait until some other Hardware Merchant is selling all the O. K. Washing Machines in your vicinity.

Take up their sale now—before some of your competitors—and you'll have the prestige of being first to sell the O. K. Washing Machine. The O. K. Washers are a little better, and a little different from other Washing Machines.

Our little booklet tells all about them. Free on request.

H. F. BRAMMER MFG. CO., Davenport, Iowa

A Mere Glance

at this illustration does not suffice.
The true merit of the

"BB" Roller Gearing Rotary Washer

is understood and appreciated upon examination and trial.

It pays to investigate.

Benbow-Brammer Mfg. Co.
St. Louis, Missouri

HOTCHKISS CLIPPERS

Standard Quality and Workmanship Guaranteed. Prompt Shipment. Prices Right.

Simple in Design. Elegant in Finish.

No. 350 B. B.

Send for Descriptive Catalogue and Prices.

EDWARD S. HOTCHKISS,
IRANISTAN AVE., BRIDGEPORT, CONN.

THE SMILE

THAT WONT COME OFF

Is always worn by the THRIFTY HOUSEWIFE who uses a

WHITE LILY WASHING MACHINE

WRITE FOR EXCLUSIVE AGENCY

WHITE LILY WASHER CO.

TOLEDO, OHIO. DAVENPORT, IOWA

Peoria Washing Machines

Best in the Market—Made With Ball Bearings

Have a Compound Lever Handle which greatly reduces the work of wash days. The motion used in vibrating the handle takes the strain from the back and lets the arms do the work with a great reduction in labor.

Send for Catalogue. Secure the Agency.

CLARK, QUIEN & MORSE
PEORIA, ILLINOIS

When things aren't going quickly, and you can't use twine;
When cobwebs gather thickly, just drop us a line.

NO COGS ON OURS

EASIEST SOLD

What They Think of The Waverly

RICHARDS, Mo., Jan. 12, 1906.

WAVERLY WOODEN WARE WORKS,
St. Joseph, Mo.

Gentlemen:—Please ship us two more Waverly Washers. THE WAVERLY I think is the BEST WASHER on the market to-day.

It is noiseless, a light runner, and quick action. What more can a person ask? Yours very truly,

R. J. HURLEY LBR. CO.

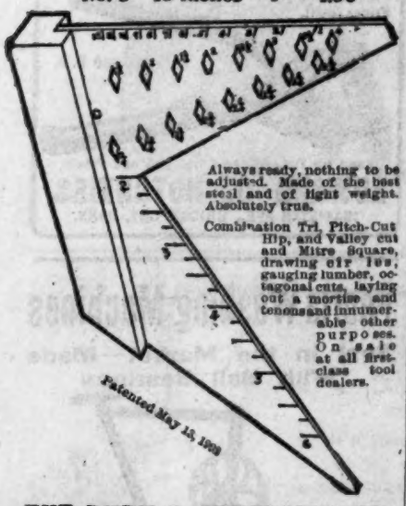
Persistent Advertising

One who watches carefully the pages of general advertising mediums is struck by two things: the persistency with which those advertisers who are recognized as successful maintain their advertising week after week, month after month, and year after year; they never seem to abate their effort, and apparently the volume of their business increases steadily. The other thing noticeable is the large number of advertisers who thrust their announcements above the surface for a little while and then sink into oblivion. They either had not merit as a basis for their claims or they did not possess the skill to steer their enterprise successfully, or else they lacked the nerve to put forth proper effort.—[*Advertising Experience.*

New Universal Square

Made in Three Sizes

No. 1	6 inches	$0.65
No. 2	10 inches	1.00
No. 3	13 inches	1.50



THE DUBY & SHINN MFG. CO.
INCORPORATED
Nelson Bldg., 19 Park Place, New York City
(Please mention The American Artisan.)

Steel Hardware Shelf Boxes

Screw Cases, Etc.

Send for Circulars.

HELLER CO., Montclair, N. J.
or GEO. W. HEILAND, 213 Washington St., Chicago, Ill

The reason for the supremacy of the Remington Typewriter is its

Persistent Superiority

emphasized again and again in every new model since the invention of the writing machine.

New Models Now Ready

Send for descriptive catalogue.

Remington Typewriter Company
154 Wabash Ave., Chicago.

THE AMERICAN ARTISAN Ads Bring Results.

Iron Clad White Lead

Better than Strictly Pure

Whiter than Strictly Pure

Makes More Paint

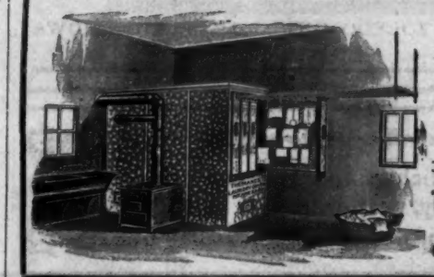
Put Up in Steel Kegs

Always Fresh and Soft

Write for Prices

Enterprise Paint Mfg. Co., Van Buren and Peoria Streets, **Chicago, U.S.A.**

The "Manest" Family Clothes Dryer



A Laundry Stove and Drying Cabinet Combined.

One fire boils the clothes, dries the clothes and heats the irons. Good profits to agents.

THE MANNEN & ESTERLY COMPANY
Successors to MANNEN & ESTERLY
CLEVELAND, OHIO

The HAND SCREW with THE SAW-CUT THREADS

IN HAND SCREWS IT PAYS TO BUY THE BEST

The Grand Rapids Hand Screw is as good as can be made. All second growth Hickory Spindles, and the best Maple Jaws. Write for catalog and prices.

GRAND RAPIDS HAND SCREW CO.
160 South Ionia Street GRAND RAPIDS, MICH.

Vollkommer & Co.

Engineers and Contractors
1112 Empire Bldg. PITTSBURG, PA.

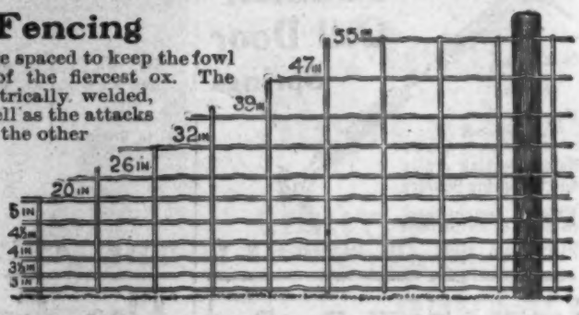
We Design and Completely Equip **Enameling Plants**
for Stamped Ware, Sign Work and Cast Iron Articles.

Stamping Plants

"Pittsburgh Perfect" Fences

For Field, Farm and Hog Fencing

are made to meet all the demands they are subject to. They are spaced to keep the fowl within their limits and are calculated to stand the strength of the fiercest ox. The wires and rods are of the best steel the market affords, electrically welded, and are galvanized so that they can resist the elements as well as the attacks of the curbed in animals. They are just as meritorious as all the other



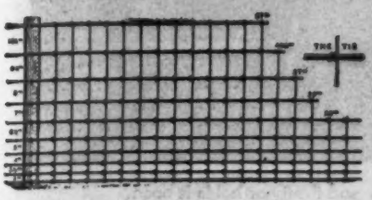
"Pittsburgh Perfect" Brands

of Wire Rods, Annealed, Bright and Galvanized Smooth Wire, Barb Wire, Twisted Cable Wire, Fence Staples, Wire Nails, Steel Hoops, Bands and Cotton Ties. Dealers save money on goods.

MANUFACTURED BY

The Pittsburgh Steel Co., Pittsburgh, Pa.

The Fence That Suits



Your Customer

is the one for you to handle

Woven Field Fencing

Both Single and Double Strand.

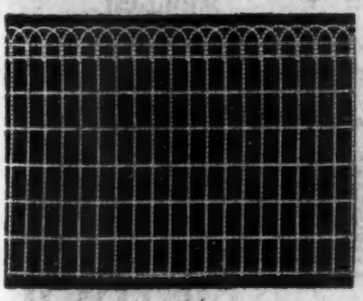
JUMBO POULTRY turns everything.
Lighter Poultry for less money of Various Weights.

Lawn and Cemetery Fence, Barb Wire, etc.

SEND FOR CATALOGUE.

THE DENNING WIRE & FENCE CO.
CEDAR RAPIDS, IOWA

"Fences that Sell"



This is a good one; we have others.
Many dealers handling.
We want more.

We also manufacture Field Fence, Wire Gates,

CYCLONE FENCE CO.
Dept. 10 Waukegan, Ill.

GUS WINTERBERG,
Sandwich, Ill., writes:

"Please stop my advertisement for tinner, or furnish me with a bookkeeper, as I cannot attend to all the mail that I receive."

THE ONLY FREEZERS MADE HAVING

Cedar Pails with Electric Welded Wire Hoops, Cans of Heavy Tin with Drawn Steel Bottoms, AUTOMATIC Tin Scrapers.

"Lightning" "Blizzard"

AMERICAN TWIN FREEZER

Freezes Two Flavors at One Time.

Your Trade Wants It.

"American Twin"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

SOLD BY LEADING JOBBERS. CATALOG SENT FREE.

North Bros. Mfg. Co., Philadelphia.

SPERRY'S STEAM KETTLES

Made from very thick metal, without Stay Bolts, joint packed in such a manner as to never need repacking. A little higher priced than some, but they are safe and tight.

D. R. SPERRY & CO. HOLLOW-WARE FOUNDERS **Batavia, Ill.**

We Buy Large Quantities of Hardware

Anything of quality in the line that offers a chance of realizing a reasonable profit.

We Sell Any and all of the Hardware

that we buy and the profit we get is as reasonable as that which we give. Through honest effort and honorable dealing we have gained great prestige, which we gladly share with the retailer. If our salesman does not call, write us.

Paxton & Gallagher Co., Omaha, Neb.

JOBBERS TO RETAIL TRADE ONLY

The World's Standard

"Pullman" Coil Door Springs

Maleable Iron Hooks

No. 209 Japanned Screw Eyes

We are booking orders now for Spring Delivery

Price guaranteed to date of shipment

PULLMAN MFG. CO., Rochester, N. Y.

Blick No. 3 The Best Box FOR RURAL FREE DELIVERY

$5.88 Per Dozen

BE JUST WITH CUSTOMERS

Sell them Blick No. 3 boxes. They are big ones, 6½x8½x 19 inches. Made of heavy galvanized steel. Painted green, the new Government color. Same shape and color as city boxes. Have Positive-Locking Flag Signal, Automatic Latch, Water-Tight Quality. Every box tested, every box right, every box warranted. They will get the business. You better get them. Order now.

$5.88 per Doz.

BLICK-WILLIAMS CO.
INDIANAPOLIS, IND.

THE IDEAL

$5.50 Per Doz.

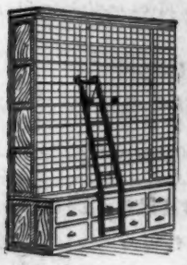
$5.50 Per Doz.

No Better Boxes for Rural Free Delivery

All parts stamped and no rough edges. Made of heavy galvanized steel. Lock signal. Each box tested and warranted. What's the use paying more, $5.50 per dozen is enough. Order at once.

Aluminum Finish 25c. Per Dozen Extra

SMITH BROS. MFG. CO.
246-254 E. Kinzie Street, CHICAGO



Milbradt's Rolling Shelf Ladders

Are made to fit all kinds of high shelvings, and are guaranteed to be satisfactory in every respect

HIGHEST AWARD St. Louis World's Fair

Send for Catalog and Prices

JOHN CALANDER
146-148 E. 8th Street
ST. PAUL, MINN.

"NEVER-BREAK" Garden Trowels

Large Hardwood Handle. Strongest possible Socket and Blade. 11 inches from point to top

Sell at Sight. Now's the Time to Order

Each Trowel Branded with Trade-Mark

At the same time don't forget "NEVER-BREAK" heavy Steel Spiders, Griddles and Kettles; Shovels, Spades and Scoops.

THE AVERY STAMPING CO., Cleveland, O.

The Great Geran Door Spring

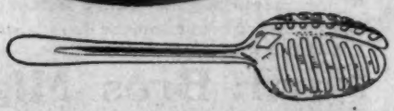
One size closes any door gently and firmly or holds it open.

Simple, Durable, Cheap. Sold by leading hardwaremen. Write to-day.

The Middletown Manufacturing Co. :: Middletown, Ohio

Stay-In Flue Stoppers

Brass finished. Nicely decorated. Cannot be jarred or blown from flue hole. Guaranteed to be soot proof.



Perfection Cake Mixer

Made of No. 16 steel. It's one of the best articles on the market. Almost everybody thinks so.

STUBER & KUCK, Peoria, Ill.

Manufacturers of Pieced Tinware and all styles of Flour Sifters.

Make More Money

Rural Routes are going in all around you. New boxes are needed on old routes. You should get this business. You *can* get it with

Bates-Hawley Patent SIGNAL MAIL BOX

It is the original box for Rural Routes with special endorsements of Postmaster General. The best made, the best liked, the best advertised and the easiest sold.

SIGNAL MAIL BOX CO.
106, Benton St., JOLIET, ILLINOIS.

Write for Our Circulars

and we will tell you what's doing in the Fence Anchor business.

The only Anchor made for between the posts and for corner posts.

LENAWEE MFG. CO.
ADRIAN, MICH.

SOMETHING NEW

Metal Step Ladder

LIGHT
STRONG
DURABLE

Cheapest Ladder on the market, quality considered, and sells readily

Address
Chandelier & Art Brass Works
Manufacturers
RICHMOND, IND.

Count the Windows in Your House

Estimate the number there are in your city. This will show you the extent of the window screen frame business.
Sell a frame that will not sag nor warp—that costs less than any other, and the business is yours.
In other words sell the Arcade Frames.
LET US TELL YOU MORE ABOUT THEM

ARCADE MFG. CO., Freeport, Ill.

A. C. BECKER, Osceola, Iowa,
Writes:

"I became a regular subscriber to THE AMERICAN ARTISAN when I entered the hardware field. I have remained one ever since. For me, it is the most interesting, the most instructive and necessary paper published No novice should start a hardware business without it. Without it, no veteran can hope to be a success."

Gillette Safety Razor

NO STROPPING. NO HONING.

This cut is full size

BUILT LIKE A WATCH, TO LAST FOR YEARS.

Perfection at Last.

ALWAYS READY, ALWAYS KEEN.

Simply Lather and Shave.

THERE IS NOTHING TO ADJUST, NOTHING TO LEARN.

The wonderful feature of this razor is the blade. Twelve blades (twenty-four sharp edges) as THIN as paper, as HARD as flint, as TOUGH and FLEXIBLE as whalebone, go with each set. EACH BLADE is good for from TWENTY TO FORTY SHAVES.

Triple silver-plated set with 12 blades, $5.00

Ten extra blades 50 cents.

No blades exchanged.

Awarded a Gold Medal at St. Louis in 1904.

A TRADE LEADER

All Leading Cutlery and Hardware Dealers carry "The Gillette."

Write us for Descriptive Booklet

GILLETTE SALES COMPANY, TIMES BLDG., NEW YORK CITY.

The

STAR SAFETY RAZOR

Preserves your features, likewise your temper. It is strictly a "non-irritator" and is extremely popular.

The 3 Star Blade

MANUFACTURED UNDER A SECRET PROCESS, adds greatly to the excellence of the razor.

The Star Won Highest Award

Paris, 1900 Buffalo, 1901 St. Louis 1904 Portland, 1905

Write for Quotations and Secure an Agency.

KAMPFE BROTHERS,

Manufacturers, 8-12 Reade Street, NEW YORK

THE HOUSE-WARMING MANUAL

Is beyond all doubt the best book published on practical house heating.

It contains the plans and essays on heating a house submitted in THE AMERICAN ARTISAN House Warming Competition for $300.00 prizes, and is in fact

An Encyclopedia of the Most Modern and Improved Practical Methods of Heating a House by Steam, Hot Water and Warm Air.

A Leading Western Newspaper says:

"The volume is a well-bound and artistically printed and illustrated volume of nearly 300 pages, and contains some masterly essays on steam heating, hot water heating and warm air heating. Nearly every prominent authority in this field is quoted, and an application of principles and improvements suggested covers all technical details in a simplified and practical way. House plans and diagrams accompany the subject matter, which deals specifically with radiation, combustion, ventilation, prices, estimates, and the best and latest methods for placing, connecting and utilizing the apparatus adopted."

Price, Only $3.50 Per Copy.

For sale by all booksellers or the Publisher

Daniel Stern,
69 Dearborn Street,
CHICAGO.

THE WARREN SYSTEM

THE NEW PARTNER

Warren's TWELVE Silent Salesmen
Required TWELVE Years to Perfect.
Will work TWELVE Hours Every Day
For TWELVE Years to Come.
After first TWELVE Months for NOTHING.

THE EYE THAT SEES IS WARREN'S HARDWARE SHELVING.

The Warren System is the "Always in Sight" Idea.

J. D. Warren Manufacturing Co.

Fifth Floor, Masonic Temple, CHICAGO, ILL.

Write for our No. 140 Portfolio

THE TAYLOR & BOGGIS FOUNDRY CO.

CLEVELAND, OHIO

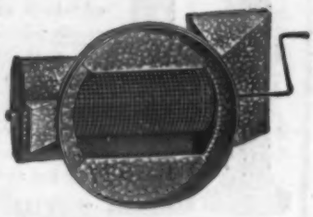
MANUFACTURERS OF **LIGHT GRAY IRON CASTINGS**

Builders' Hardware, Dampers and Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.

The "HUSTLER" Ash Sifter

Is a Winner. Pleases Everybody

Sales last season were more than double those of the previous season. Dealers everywhere are enthusiastic over the sale of the Hustler. Orders should be placed at once to insure prompt delivery.



Send for Catalogue and Prices.

Hill Dryer Company

Also Manufacturers of Hill's Famous Dryers

WORCESTER, MASS., U. S. A.

Jesse J. Hensel, Milan, Wis., writes: "I find your publication of such inestimable value in my previous capacity as hardware manager for a large firm located in the western part of this state, that I feel as if I could ill afford to be without it now."

THE ECLIPSE AKRON SPIRIT LEVEL

Sent to all dealers on approval. Write for our new illustrated catalogue and prices.

Manufactured by **THE BAKER-McMILLEN COMPANY, Akron, Ohio**

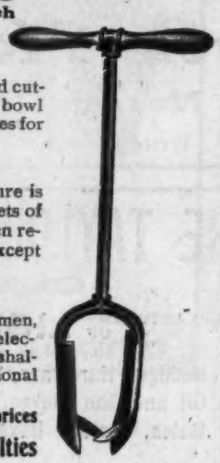
STANLEY RULE AND LEVEL CO.

IMPROVED CARPENTERS' TOOLS

Sold by All Hardware Dealers **NEW BRITAIN, CONN.**

Iwan's Patent Improved **Post Hole and Well Auger** Best Earth Auger in the World

Sizes 3, 4, 5, 6, 7, 8, 9, 10, 12 and 14 Inch



CONSTRUCTION

Two crucible steel blades, each with two scientifically formed cutting edges, and riveted to a strong malleable arch form the bowl of the auger. The two blades interlock, having notched edges for this purpose, thus holding each other firmly in place.

OPERATION

The easiest working auger on the market. Little pressure is needed, except in very hard dry ground, as with the two sets of cutting blades the auger grips very quickly. No suction when removed from the hole. Will bore in all kinds of ground except solid rock.

ITS USES

It is used with great success by farmers, stockmen, nurserymen, poultrymen, plumbers, contractors and telephone, railroad, electric light, street car and telegraph companies. For deepening shallow wells it is also splendidly adapted by attaching additional piping.

For sale by Wholesale & Retail Hardware & Implement Merchants. Write for prices

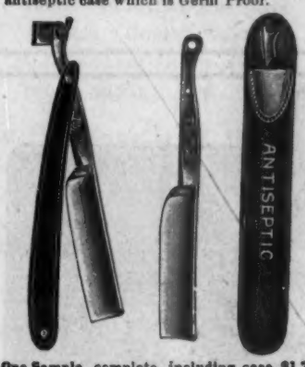
IWAN BROS., Streator, Ill., U. S. A., Mfrs. of Hardware Specialties

RING TAIL RAZOR

Antiseptic, Sanitary Razor Case

Made of French kid, lined with chamois skin; ends are padded and saturated with a positive Germ Killer. Wiping the blade with the pads dries and oils it instantly, making stropping almost unnecessary.

The only Ring Tail Razor made having antiseptic case which is Germ Proof.



One Sample, complete, including case, $1.75 and advertisement.

Your dealer can supply this Ring Tail Razor, or write us for particulars.

SMITH & HEMENWAY CO.

Dept. 73,02. 296 Broadway NEW YORK

ONLY HALF SIZE

A GOOD THING FOR HARDWARE DEALERS

THE ROGERS BELT PUNCH is in great demand by the Farmers, Threshermen, Saw-mill men, users of belted machinery, Harness Makers, all over the country. Hardware Dealers are just the people to realize the profit on the sale of an article that all these people require. A little article that can be carried in the vest pocket and which is ALWAYS READY. Punches any sized hole from one-sixteenth to three-eighths of an inch in diameter and does it quickly and does it nicely without any trouble or bother.

A HAMMER and a BLOCK of WOOD are No Longer Needed to Punch Holes in Belts or Leather.

Let the first thing you do after reading this, be to write us for SPECIAL PRICES. It will cost you only the price of a Postal Card to find out. You will make money by it. These Punches are being sold every day by the thousands. Address,

THE SATTLEY STACKER COMPANY

Dept. "T" **INDIANAPOLIS, INDIANA**

CUT THIS OUT

To the Publishers **The American Artisan and Hardware Record**
69 Dearborn Street, CHICAGO

Please send us THE AMERICAN ARTISAN each week for three months. At the end of that time we will remit Two Dollars for one year's subscription, or 50 cents in case we decide to discontinue.

Name .....

Address .....

Town ..... State .....

Goodell-Pratt Company
GREENFIELD, MASS. U.S.A.
HACK SAWS
FAMOUS FOR TEMPER AND CUT
HAND AND MACHINE BLADES OF ALL STANDARD LENGTHS AND WEIGHTS
Catalogue Free

It is pretty hard to find a real good thing but the extra exertion necessary in the hunt usually makes a man appreciate the thing when he does find it. We are proud that almost all of the dealers who start in handling **DISSTON SUPERFINE FILES** become permanent customers. Our line is so complete as to meet every imaginable requirement. The files, carefully forged from the best crucible steel, are the most durable on the world's market. The teeth, correctly shaped and cut upon improved machines, make the user's job comparatively easy.

You will only be doing yourself a good turn by writing for our complete catalog, containing our file price lists, and describing lots of other high grade tools.

Quality Tells

Henry Disston & Sons, Inc.,
Keystone Saw, Tool, Steel and File Works,
PHILADELPHIA. :-: PA.

ELEVATORS
Improved Quick and Easy Rising Steam, Electric and Hand Power
Send for circulars
KIMBALL BROS. CO.
1031 Ninth St., COUNCIL BLUFFS, IA.
KIMBALL ELEVATOR CO., 120 Vincent St., CLEVELAND, O.

A POINTED TALE
DIVINE'S RED DEVIL WATER MOTOR

Most Useful Article in the World

Can be used by the housewife for grinding cutlery, polishing silverware and running sewing machine.
Tradesmen can use it for running small machines.

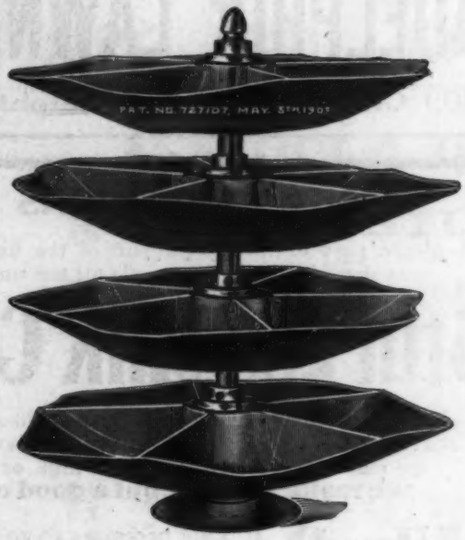
Grinds Cutlery and Edge Tools, Polishes Silverware and Other Metals, Runs Small Machines

Price including faucet connection, emery, buffing and pulley wheels, polishing composition, etc. **$4.00**

$3.50 and this adv. will get the motor.

DIVINE WATER MOTOR CO.
296 Broadway, New York

IT IS A SUCCESS IN SAVING



Time
Steps
Nails

It is 4½ feet high.
It is 4 feet across.
It holds 20 kegs of nails.
Each section turns on ball bearings independent of all other sections and operates as easily when fully loaded as when empty or partially full.

All details can be had by writing

***The* Revolving Bin Company**
234 Baird Avenue, Chicago, Ill.

It Will Pay You

to illustrate your advertisements in your local papers. A sheet of comic advertising cuts sent on application.

These cuts are furnished with catchlines showing their application to the hardware, stove and tinners' trades. Address

DANIEL STERN, 69 Dearborn St., Chicago

Genuine Philadelphia Lawn Mowers

Style A All Steel Mower

LARGEST MAKERS OF HIGH GRADE MOWERS IN THE WORLD

15 Styles Hand Mowers
5 Styles Horse Mowers

First and Original Patentees of Side Wheel Mowers in the World
We Lead, Others Follow

30, 35 and 40 inch Eagle Mower

SEND FOR ILLUSTRATED CATALOGUE AND PRICES

THE PHILADELPHIA LAWN MOWER CO.

3101 to 3109 Chestnut St., Philadelphia, Pa., U. S. A.

Holstein Pattern

Guernsey Pattern

SOME MILK CANS

will please part of the people part of the time, but the cans that please all the people all the time are

Sturges Milk Cans

Made in an independent factory and sold at Anti-Trust Prices. We make low priced cans and we make high priced cans, but, high or low, **we make nothing but a good can.**

Why? It is not necessary to go far to ascertain the reason for the universal acknowledgment that our cans are **the best.** The best quality steel plate, tinned and retinned in our own shops, most skillful and highest paid labor, combined with such patented improvements as the one piece Round Handle, Seamless Neck, Seamless Sanitary Cover, etc., tell the story.

25 CENTS

can be saved by the manufacturer in the cost of a milk can, if so inclined, in the item of solder alone, and in the method of using it. By long years of practice our expert employes have acquired the art of soldering an inside seam as smooth as glass. To do this they must use solder and plenty of it. It takes experts to make a good can and we have them.

Write us for **Catalog No. 75.**

STURGES & BURN MFG. CO.,
Harrison and Green Sts. Chicago.

The Gem Pattern

Omega Pattern

Streets Need Cleaning Now—

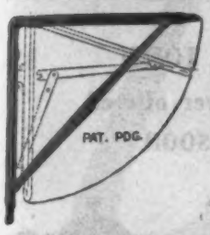
Street Cleaning Hoes are in demand, and the best will sell best.

Our special Hoe has a 14-inch steel blade, a strong 6-foot ash handle; it's accurately constructed, handy to use—couldn't be better.

There's trade for these hoes—now's the time to go after it. Show them—they will do the rest.

Ask your jobber for them, or write us for our illustrated catalog of special steel goods.

AMERICAN FORK & HOE COMPANY
710 American Trust Bldg., - CLEVELAND, OHIO



Griffin's Folding Bracket

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.

STRAP, T and BUTT HINGES also HANDLED

Griffin's Pressed Steel Shelf Brackets

(PATENTED)

Are the strongest, best finished and best selling goods on the market.

THE GRIFFIN MFG. CO., ERIE, PENN.

It's not a question of getting orders, but merely a question of finding a shovel big enough to hold them—if you connect with a live jobber. The jobber helps or kills the hardware dealer.

LEE-GLASS-ANDREESEN HDW. CO.
Jobbers in Hardware OMAHA

THE AMERICAN ARTISAN.

Gentlemen: Please discontinue my ad. I have sold the stock and die. The first issue did the business.

Yours truly, E. J. KETCHUM, West Duluth, Minn.

A FEW OF OUR SPECIALTIES

★

STAR ENAMELING & STAMPING CO.

PITTSBURGH, PA.

What Is Daus' Tip-Top?

TO PROVE that Daus' "Tip Top" is the best and simplest device for making 100 Copies from pen-written and 50 Copies from typewritten original, we will ship complete duplicator, cap size, without deposit, on ten (10) days' trial.
Price $7.50 less trade discount of 33⅓% or $5 net

The Felix C. L. Daus Dup. Co., Daus Bldg, 111 John St., N.Y.City

The Briscoe Line

(Guaranteed)

O-RIB-O HEAVY GALVANIZED WARE, (Labeled and Guaranteed)
O-RIB-O HOT BLAST AND AIR-TIGHT STOVES, (Guaranteed)
BRISCOE JAPONAY ENAMELED WARE, 2 COAT, (Labeled and Guaranteed)
BRISCOE TURQUOISE ENAMELED WARE, 3 COAT, (Labeled and Guaranteed)
BRISCOE TINWARE, (Labeled and Guaranteed)
BRISCOE LAWN MOWERS, (Guaranteed)
BRISCOE OIL STOVES, (Guaranteed)

EXCLUSIVE AGENCY FOR YOUR TOWN

The most "worth while" Proposition ever offered

OUR JANUARY CATALOG READY SOON

REDUCTIONS IN PRICES

Write to-day for Catalog and Agency

Briscoe Mfg. Co.

DETROIT, MICH.

Push = =

Our Advertising Department is giving valuable service free to dealers who are pushing ENTERPRISE goods. We not only advertise to the public generally all over the world, but we otherwise help aggressive dealers especially, to increase sales of

ENTERPRISE

Meat Choppers, Food Choppers, Coffee Mills, Bone Mills, Meat Juice Extractors, etc.

If you want to sell MORE, drop a line now to our Advertising Manager. Tell him what lines you want to push and ask for help. It costs you nothing. It benefits us both. Get in the "push" and keep pushing

THE ENTERPRISE MFG. CO. OF PA

Philadelphia, U. S. A.

And when you are ready to order your Ice Cream Freezers ask your jobber about the

White Mountain

the Freezer that sells with the least effort and the greatest profit. Send to us for a copy of our latest catalogue, read it through carefully, and we believe you'll sell our freezers from now on.

The White Mountain Freezer Co.

Nashua, N. H.

Manufacturers of

WHITE MOUNTAIN
ICE CREAM FREEZERS

Ever Think About Branching Out?

Of course you're in business to make all you can.

But have you ever given the matter of "branching out" a real thorough consideration?

Could you make better use of some of the "naturally" idle winter days you're figuring on anyway than to devote them to that very purpose?

Our February catalogue is the very thing you need for such a consideration.

And the Hardware Men's Edition of our booklet The Butler Way will give you many helpful suggestions.

Send now for the booklet and the February catalogue No. MC 565.

Butler Brothers

Wholesalers of Everything
By Catalogue Only

NEW YORK CHICAGO ST. LOUIS

GRAY'S Perfect Elbow Patterns

On Heavy Blue Print Paper

From one inch to 20 inches,

Price $1.50, Prepaid

From 20 inches to 40 inches,

Price $1.50, Prepaid

From one inch to 40 inches. Made in 2-3-4-5-6-7 and 8 pieces. 160 patterns and angle chart showing all angles and degrees of same gotten from 160 patterns. An exhaustive work strongly recommended by eminent critics.

Price $2.00 Prepaid

GRAY'S Perfect Skylight Patterns

For Single Pitch Skylights
For Gable Skylights
For Hip Skylights

Contains 6 to 8 and 10 inch ventilator patterns and skylight ch- giving the length to cut hip rafter bars for any size skyligh to 24 feet wide, for one-third] skylights. Full set of patterns and charts.

Price $3.50, Prepaid

DANIEL STERN

69 Dearborn Street
CHICAGO

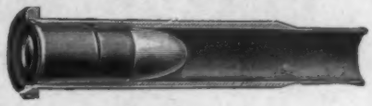
WINCHESTER=NEW GOODS

Model 1906 Extra Light Weight .22 Caliber Repeating Rifle

List Price - - - - - - - $10.50

This rifle is made for .22 Short cartridges only—both Smokeless and Black powder. It has a 20-inch round barrel fitted with sporting front sight and ajustable open rear sight; a straight grip stock fitted with a rubber buttplate; and weighs about 5 pounds. The magazine holds 15 cartridges. This rifle can be furnished according to the above specifications only. It is fully up to the Winchester standard in accuracy, reliability and finish. A Winchester Repeating Rifle at such a low price presents an opportunity to dealers that they will not be slow to take advantage of. Do not be the last to stock them: but order some at once and be prepared for the big demand.

Winchester Supplemental Chamber



List Price - - - - - - - $0.60

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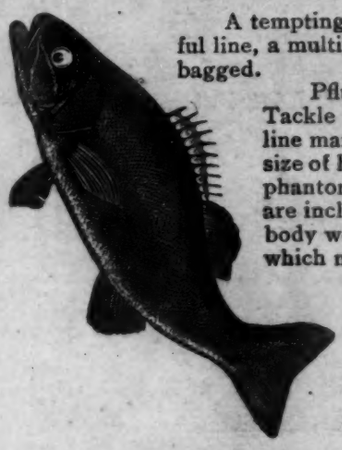

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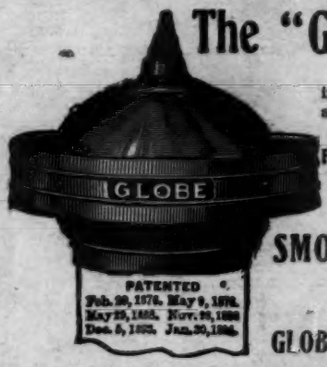

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